

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 15 Meat Packing and Allied Industries Number 21

MAY 21, 1938



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DRY ICE—THE MODERN REFRIGERANT FOR PACKING AND TRANSPORTATION OF MEATS

THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

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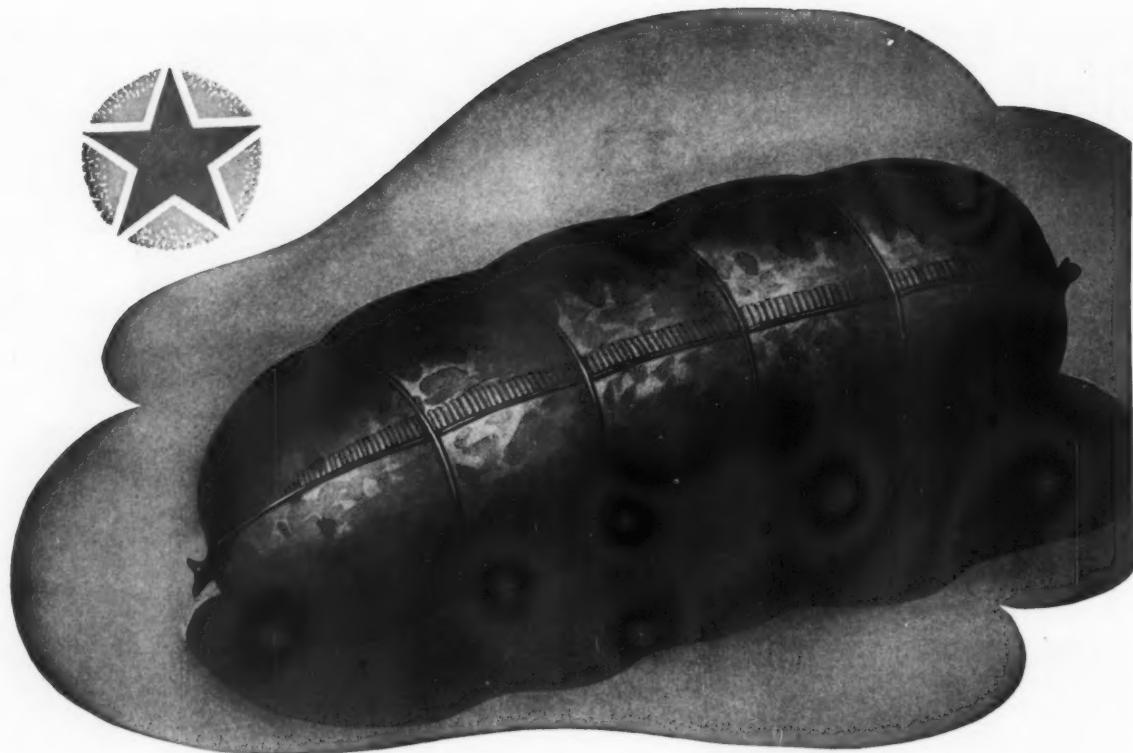
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THE NATIONAL PROVISIONER

MAY 21, 1938

*The Magazine of the Meat
Packing and Allied Industries*

Public Opinion a Business Success Factor

IT TAKES more than capital to make business a success, although plenty of capital is one of three important factors in success. A second factor is the cooperation and good will of workers. A third and very important factor is the good will of the public.

This is particularly true in the food industry. Everyone must eat, but there is a pretty wide selection of foods, and if something happens to develop public indifference, even to an important food, those concerned in its manufacture and distribution will suffer.

In the depression years the meat industry as a whole has gone along better than have many other industries, in spite of the effect of drouth and governmental restrictions on the industry's raw material supply—livestock. Economic conditions have affected others—such as the capital goods industries—to a far greater extent than they have the meat industry. After all, meat is a basic food, needed to preserve health and strength, and so far as consumer buying power permits it always has been and always will be in daily demand.

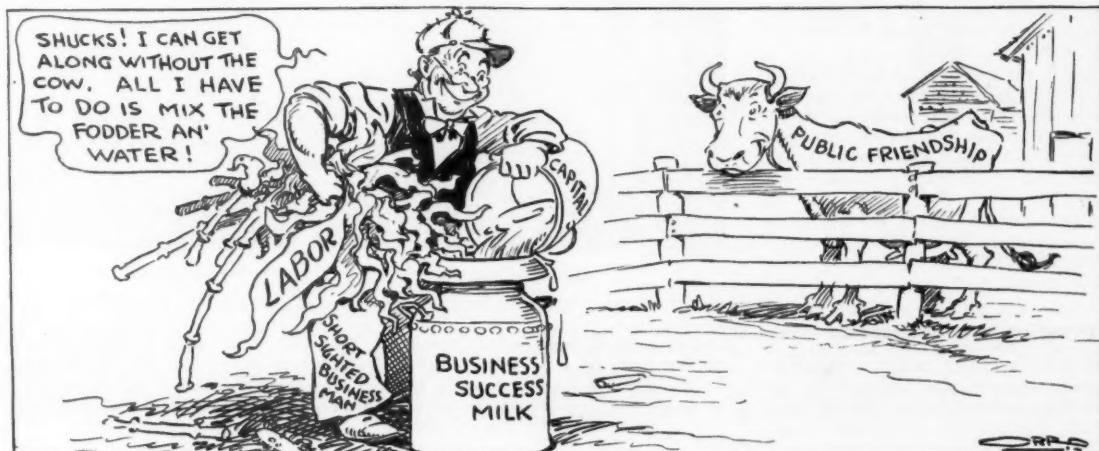
One of the factors which has helped the meat industry most has been its public relations situation. Dealing in a daily food necessity, meat packers have tried to make a good product and sell it at very narrow margin of profit, taking the public into their confidence at all times as to conditions affecting

their business. This was bound to cultivate public good will, in spite of misinformation and misrepresentation from the outside as to meat and meat prices.

This cultivation of public good will has extended through both large and small organizations, backed up by the activities of the industry association, the Institute of American Meat Packers. Few packers, large or small, lost sight of the value of public good will. Few tried to manufacture the milk of business success without the aid of the cow.

As a result, meat packing has breasted the severe economic waves and—while garnering only the most modest financial results—has paid its way, made a huge yearly contribution to employment, paid a big slice of government, state and local cost in the form of taxes, and has provided the public with more than one of the necessary elements for the maintenance of health and even of life itself.

The industry has operated under the three-point program of self-help, self-discipline and self-regulation which business is now coming to recognize as of most importance. At the same time it is adjusting itself as nearly as it can to what appears to be a change from long-established governmental recognition of the sanctity of property to recognition of sanctity of the individual first and of property second. In this situation public good will is too important a factor ever to be overlooked.



Meat Plant Lubrication

→Costs are Cut When Operations are Scheduled and Systematized

CLANG! Clang! Clang! sounded the autocall for the chief engineer making his morning inspection of the plant. Instantly he sensed that some department was in distress. Hurrying to the nearest phone, a voice told him that the killing floor was down. It was not only down—but out; and the elevator was stalled on the top floor.

Racing up four flights of stairs the chief arrived, out of breath, at the killing floor where butchers were standing idly about in groups. Each moment of inactivity represented a loss of money that intensified the chief's anxiety.

Billy, his assistant, was standing in the center of the floor wildly gesticulating, and shouting at the handy man whose principal jobs were washing trolleys and helping butchers. During his spare moments he oiled equipment and machinery.

Bearing Burned Out

Billy met the chief as he hurried up. "The bearing on the hoisting shaft is burned out; babbitt running right out of the ends! I've called the repair crew and they're on the way now."

"I told this bird"—indicating the handy man—"that the bearing froze. But he says it couldn't because it's in a hot place! Says he's been using hard oil, and when I suggested elbow grease he started running around in circles lookin' all over the place for it. Nice mess!"

The chief glowered as he turned a withering look on Billy. A critical situation is not the time for poking fun at anyone. As the noon hour was approaching the chief dismissed the men for their midday recess, so that repairs might be made with a minimum of lost time. But no matter how quickly the work could be done it was entirely too long to suit the chief.

Late in the forenoon of the following day Billy presented himself at the chief's office. He had waited purposely until the next day to allow his boss time to cool off. By then, he reasoned, the chief's wrath would have subsided somewhat.

Billy was right—but in the meantime the man responsible for all the machinery in the plant had been doing some serious thinking.

Lubrication Needs Attention

"You know, Billy," said the chief, "we never have given plant lubrication the attention it should have. We are well enough organized in the engine room,

Use of Lubricants

Billy and his boss—the chief engineer of a meat packing plant—solve many difficult operating and maintenance problems as a matter of course. Some of their experiences have been related in previous issues of THE NATIONAL PROVISIONER.

Recently, as the result of bearing trouble on the killing floor which caused a shutdown of the department, the chief decided on a new lubrication set-up. This is designed to be as foolproof as any operation can be in which the human element is a factor.

No single operation in the meat packing plant is more important than lubricating equipment. Use of improper lubricant, or neglect of a single bearing, might very easily bring slaughtering and processing operations to a standstill, and cause heavy loss before the damage can be repaired.

Lubrication of equipment is done efficiently in few meat packing plants. Often the operation is not systematized, and is performed haphazardly, entailing risk of burned-out bearings and loss of production time.

Keeping bearings, chains, cylinders, etc. supplied with lubrication is only one phase of the problem. With a great variety of equipment operating under severe conditions of heat and cold, high and low humidities and often subjected to corrosive influences, proper choice of lubricants is an important factor in preventing waste of oil and grease, holding down machine depreciation and cutting high cost of equipment maintenance and repairs.

but lubrication of the plant machinery has been neglected. That breakdown

yesterday could have been avoided—and it should have, for it cost us money."

Billy started to interrupt, but was silenced.

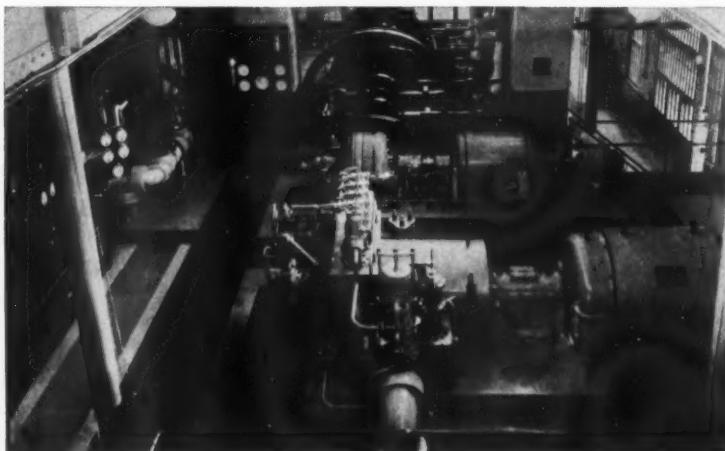
"We've looked upon lubrication, in the past, as a necessary evil; something to be purchased for a few cents per gallon and then squirted through an oil can at some obscure hole in a bearing.

"Many of our older processing machines throughout the plant were designed with only a single purpose in view—to perform some step in the manufacturing operation. Lubrication of this equipment appears to have been given little consideration. Our problem is complicated, because we must take special precautions to prevent contamination of meats with lubricating oils and greases."

Oil on the Meats

Billy also had been giving some thought to the subject. His pent-up enthusiasm was waiting for the first pause.

"You can't expect butchers or saucemakers to grease their machines," he said. "These fellows are so busy with their own work that they never think of oil—or its importance—unless they smell smoke or see babbitt fry out of a bearing.



MANY GRADES OF LUBRICANTS REQUIRED

Selecting proper lubricants for the many pieces of equipment and various conditions existing in the meat plant is not a simple problem. High and low temperatures, rapid and slow speeds, high and low humidities, light and heavy pressures and bearings of various kinds are some of the conditions which have to be taken into consideration. In the engine room, for example, turbines operate at high speeds and temperature, while low temperatures exist in the ammonia compressor. Lubricants with the proper characteristics are required for each of these machines.

"What happens? Gears and boxes wear rapidly. The machine is flooded with lubricant that drips onto belts and some may even fall on the meat. Up go repair and processing costs because of breakdowns, and more friction is added to the high peak loads we now pull."

Getting Oil Wise

"That's just the point!" said the chief, slapping the desk to emphasize his new resolution. "From now on we're going to economize by becoming oil wise. We'll hire a special man, make up a chart indicating every place needing lubrication, and schedule the work so that he will not miss a single one. Lubrication of every bearing in the place will be this man's responsibility."

"You mean a 'grease monkey' who will do nothing but oil?"

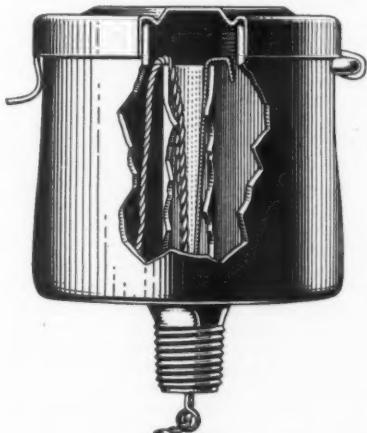
"Exactly," said the chief.

Billy was a bit skeptical. "It's all right to hire a 'squirrel,' but no fellow is going to reach all the hard-to-get-at-places, especially the dangerous ones." Billy was thinking that self-preservation supersedes all orders.

New Oil Fittings

The chief, however, had it all figured out.

"With lubricating devices, copper tubing and flexible metal hose so dirt

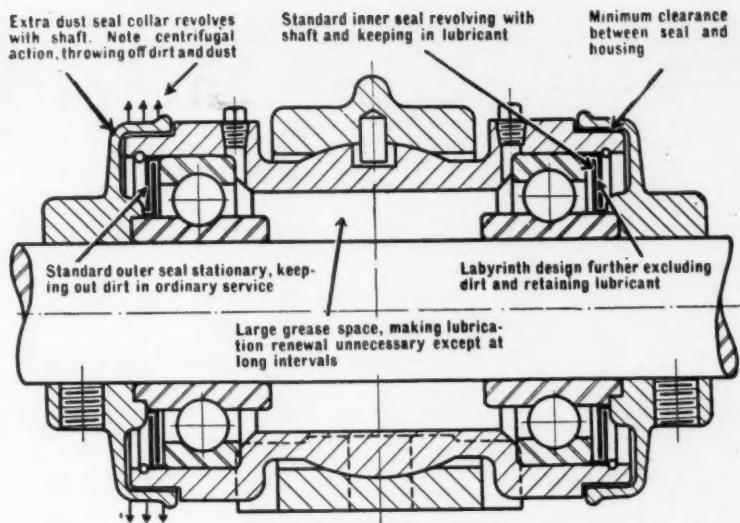


WICK FEED OILER

This type of oiler is not easily broken or damaged, is automatic in action and will feed oil to a bearing until oil supply is exhausted. Rate of oil feed depends on number of wicks.

cheap, all of those out-of-the-way places can be made easy to get at. Oil hole covers with self-closing spring tops cost but a few cents. There is no excuse for an open oil hole on a single bearing in this plant. If we keep out the dirt there will be no more clogging and damage.

"Whoever is hired will have to be neat, not only in his work, but with himself. To wear loose or ragged clothing would be dangerous. Immediate disposal of oil-soaked rags, waste or paper must be practiced if fire hazards are to be avoided.



BALL BEARING FOR LINE SHAFT

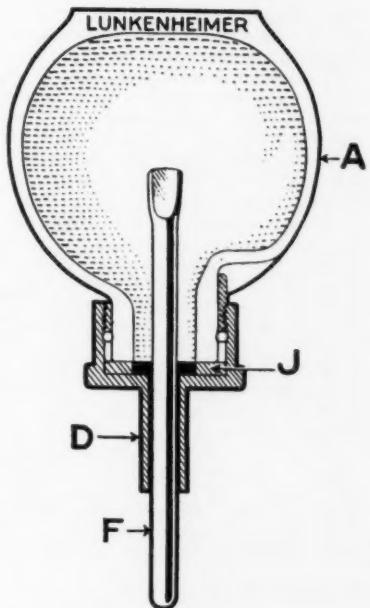
This type of bearing has a large grease reservoir and is apt to be neglected for this reason. It should receive periodic inspection to make sure supply of lubricant is not exhausted.

"He will also have to be schooled in safety practices—never to use homemade ladders, but only those of approved safety types equipped with safety shoes, and hooks that will prevent slipping. Oil not only discolors and rots floors, but it is destructive to paint on walls and ceilings. Our oiler must learn to use no more oil than is needed.

and trouble results. A flat or rough spot prevents a ring from turning.

"Oil reservoirs should be drained semi-annually, the bearings flushed with paraffin oil and reservoir refilled with fresh engine oil.

"Ball or roller bearings are packed



BOTTLE OILER

Simple and efficient device suitable for many bearings on packinghouse equipment. In considering its use, however, danger of breakage must be taken into consideration. An important feature of this oiler is that visibility makes easy the job of checking the oil supply.

in grease. They take so little lubricant that there is no reason for using any grease but that having the very best soda-soap base, compounded with a heavy mineral oil. Horizontal bearings are filled only half way; slow-speed vertical bearings, even full. Excessive grease will squeeze out along the shaft due to heat and agitation of balls or rollers. Those equipped with felt seals, and a solid housing, retain grease for months, but annual cleaning and flushing is required under first-class operating conditions.

"Self-contained gear reducers that generate excessive heat, need careful attention to see that the lubricant is changed before it breaks down, resulting in ruin of the gears. Excessive lubricant will cause them to run hot. A reducer driving a cooler chain, where the temperature is 30 degs. Fahr., requires a different grade of grease than one in a smokehouse that is hot and dry, or in a wash room that is hot and wet. Grease viscosities will differ, but in both smokehouses and wash rooms grease with wax and gum fillers must not be used.

Cost-Saving Appliances

"There are many kinds of gadgets we can install to help our oiler do a better job for less money. They will soon save their original cost, are neat, stop oil waste and are practically foolproof.

"If an oiler can see at a glance just how much oil there is in a bearing, then the job of checking is easy and will be honestly done. A bottle oiler does that very thing. A round glass container with a spindle that slides through a tight-fitting cap is inverted on top of a bearing, being held in place by a $\frac{1}{4}$ -in. nipple. Oil flow follows the pumping action of a pin which slides on the shaft and feeds the oil. A 4-oz. bottle of oil will last about two weeks. Sometimes, pins are filed to increase the oil flow, but that is bad practice.

"Wick feed cups cannot be broken and are entirely automatic. They will feed oil until empty. Rate of feed depends on the number of wicks. Clean oil must be used otherwise wick will filter out dirt, become gummed, clogged or oxidized, and lose capillary action. A 4-ounce cup feeds from 6 to 12 hours.

"Constant oil leveling devices are just what their name implies. But dust and dirt may cause them to gum and fail and unless watched closely may cause trouble. Frequent inspection guarantees correct lubrication. Loose-pulley oilers use felt wipers for contact strips. Loose pin oil cups have some advantages when used for oiling line shafting.

Grease Fittings

"Automatic grease cups depend upon a strong spring to force grease into a bearing and give a uniform flow. They are filled with a grease gun. Rate of feed is controlled by a valve at top of cup.

"Pressure-gun fittings require attention several times daily if machinery is operated continuously for more than

eight hours. They can be connected with copper tubing and assembled at one safe and accessible point on the frame of the machine. Tubing must not become clogged or broken.

"It will be a man-sized job to list all oiling and greasing points, but we will do it. Then we will call in the sales engineer for one of the oil companies and get his advice. He is an expert and can advise us on the best type of lubricants to use under our many different conditions."

SPICE TRADE MEETING

The American Spice Trade Association held its 32nd annual convention at the Hotel Astor, New York, from May 9 to 11. The first of the three day sessions was devoted to outdoor sports at Travers Island, the second included the annual meeting of the spice grinders' section, a bowling tournament, and a "spice for flavor" luncheon, with the annual business meeting, election of new officers and banquet on the third day concluding convention activities.

The "spice for flavor" luncheon was attended by food experts, including manufacturers, home economists, newspaper and magazine writers and amateur gastronomes. President Chas. A. Thayer presided and the speakers were Mrs. Sophie Kerr Underwood, novelist and short story writer; E. C. Zimmerman, commissioner for exports of the department of economic affairs of the Netherlands East Indies, and Crosby Gaige, theatrical producer and well-known gastronome, who interpreted the menu and told how spices were used to bring out flavors of various dishes.

With a complete re-election of all officers, the executives for the ensuing year are, president, Chas. A. Thayer, R. T. French & Co., Rochester; vice president, Arthur G. Dunn; treasurer, Kurt Schussler, and secretary, Miss Nancy Ericson. Arbitration committee, Anthony A. Sayia; B. H. Old; Norman S. Gillingham; Ernest B. Winter, and Ernest C. Brown. Alternate arbitration committee, Avery S. Payne; J. Bosley Bond; F. H. Long; Ernest S. Klinko, and M. L. Van Norden.

POULTRY PRODUCT RESEARCH

Development of a research fund for poultry products, a nucleus for which has been provided in the poultry products revolving fund, was discussed at a recent informal meeting in Chicago. Gen. W. I. Westervelt gave the keynote talk at the general session with Dr. L. J. Cole, of the University of Wisconsin, responding for the National Advisory Committee on Research and R. F. Eagle, vice-president of Wilson & Co. and president of the Institute of American Poultry Industries, for the poultry institute. It was pointed out that the poultry products industries will be more prosperous if emphasis is given to a

study of their products, their successful handling, possible new uses, standards of quality, systematic distribution and good merchandising and to production problems for better control of kind and quality.

BOOST OHIO-FED MEAT

Packers and marketing agencies at Cleveland, O., have formed the Cleveland Live Stock and Meat Industries, to give Ohio livestock raisers a more stable market for their product, chiefly through persuading Greater Cleveland housewives to insist on Ohio-fed meat.

A. Z. Baker, president, Cleveland Union Stock Yards Co., was elected president of the new organization and authorized to develop membership, advertising and marketing plans. Officers of the organization in addition to Mr. Baker are: Vice presidents, Earl C. Gibbs, wholesale butcher, and R. C. Theurer, sales manager, Theurer-Norton Provision Co.; secretary, A. F. Potter, manager, Producers Cooperative Commission Co.; treasurer, Chester G. Newcomb, president, Lake Erie Provision Co.

Directors include the officers and E. W. Phelps, general manager, Swift & Company; Earl W. Hughes, treasurer, Hughes Provision Co.; Martin Teufel, Teufel Bros. Co.; J. D. Harrison, secretary-treasurer, National Live Stock Commission Co.; W. L. Bryans, general manager, Benstead-Bryans & Co.; J. B. McCrea, president, Ohio Provision Co.; Martin Kubik, president, Sebek Bros.; P. H. Coad, secretary-treasurer, Cleveland Union Stock Yards Co., and Christian Koblenzer, Koblenzer Bros.

"The Cleveland Live Stock and Meat Industries will strive," says Mr. Baker, "through the united efforts of all elements in the production and distribution of meat to bring about an increase in the use of meat, a stabilization of prices, and an enriched farm area resulting from assisting the farmer to adjust his meat production to consumer habits and preferences which vary from city to city." At present, he points out, only 40 per cent of the meat consumed in Greater Cleveland originates on Ohio farms, and the city could consume more than all the livestock raised in the 31 counties closest to it.

REPORTS TO GOVERNMENT

Stating that he was "concerned over the large number of statistical reports which federal agencies are requiring from business and industry," President Roosevelt has asked the Central Statistical Board to report to him on the statistical work of the federal agencies and the extent of duplication. He asked the board to make recommendations looking toward consolidations and changes consistent with efficiency and economy, both to the government and private industry.



Container Designs--- Labels---

IMPORTANT

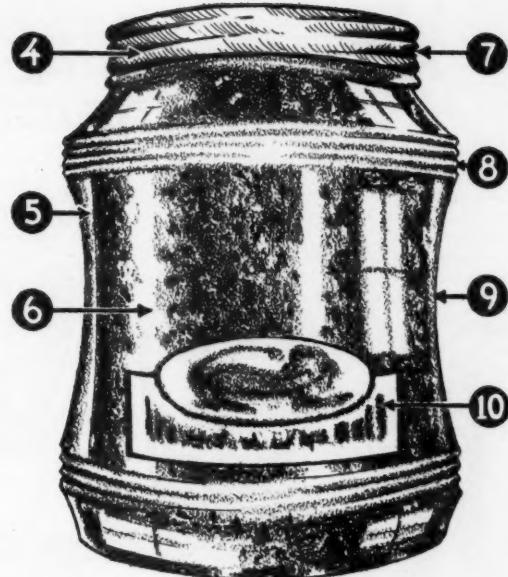
BY A MEAT MERCHANTISER

GLASS containers have an important place in the canned meat merchandising picture. Their ability to reflect the natural appetizing appearance of many meat products is a recognized sales influence. As was pointed out in the April 23 issue of THE NATIONAL PROVISIONER, glass packages properly used can be of great value in building good will for all canned meats.

While use of glass packages for meats is growing, some of us meat merchandisers are beginning to suspect that these containers probably are not doing the selling job we have a right to expect from them. If this is so, it seems to me the containers are not at fault. Packers and meat canners have not taken full advantage of their sales potentialities; they have failed to realize that most of the principles used in the design of attractive and eye-catching wrappers, packages or labels apply with equal force to the glass package.

Package Design

The meat packing industry has kept pace with packaging progress for the most part. Can wrappers and labels,



Points to Consider in Selecting Glass Meat Containers

SKETCH AT LEFT—(1) Brightly colored closure distracts attention from product and label. (2) Straight sides provide no hand grip when prying cover and fork out product. (3) Large label obscures product.

SKETCH AT RIGHT—(4) Closure easily removed. (5) Attractive container of unusual design. (6) Full visibility for product. (7) Modest closure does not attract eye from label and contents. (8) Beads do not project beyond shoulder. (9) Concave sides provide a hand grip. (10) Small label so placed as not to obscure product.

transparent and parchment wrappers, counter display cartons and labels used for meats compare favorably in all respects with those used for other food products.

For some reason, however, packers have not given to glass packages the same care and attention they have expended on their other types of packages. Only casual examination of glass packed meats in any retail store is sufficient to verify this. Packers' glass packages do not always compare favorably in sales and eye appeal with other types of packers' packages, or with glass containers used for other foods.

Too Much Sameness

During a recent study of glass packages my firm collected a large number of samples of glass-packed meats. Among these were 14 different brands of a certain product. Any one of these 14 containers would have served our need.

All of them were so nearly identical in all important features as to lead to the suspicion that all of the packers had

followed the same specifications in selecting jars and labels. No one of the packages possessed any outstanding features or had any characteristics that would influence housewife to select it in preference to the other thirteen.

There are so many types, shapes and styles of stock glass containers available that it is a simple matter to secure distinctiveness in glass-packed meats merely by being different. However, the sales potentialities in the glass container are great enough to justify any packer or meat canner using these packages to give them some serious thought and study.

Shape and Design

Planning the glass package must necessarily include consideration of container, label and closure—separately and in relation to all of the other features of the package—so that a co-ordinated result will be achieved.

Containers must be considered first of all in relation to processing. Obviously the container must be filled. The filling operation may be done either by hand or machine. While every packer must necessarily take filling convenience and cost into consideration, he probably sel-

A Study of Jars and Labels



Some of the glass jar and label combinations made by one meat canner prior to selecting new containers. Retailer reaction to the packages also was secured before final selections were made.

dom gives any thought to removal of products from the jar.

It might be reasoned that if meats go into jar easily they can be removed without any trouble. It should be remembered, however, that jar is filled while resting on a table or other solid object. Contents are removed while housewife is holding jar in her hand.

The straight side container may be

easy to fill, but it affords a poor grip for the housewife who may be attempting to hold it with a wet hand while prying off top and forking out contents. Containers slightly concave on the outside, or beaded where hand grasps them, are conveniences to every housewife. If the container is to be filled and capped on a production line, base design should be such that it will not tip over easily.

A distinctive result in a glass container should be sought for. This does not necessarily require a private mold job, as there are many distinctive stock designs available. After all, good judgment and the ability to visualize the completed package are the requirements necessary in evolving an attractive, eye-appealing result.

A private mold job may be in good or bad taste, in accordance with quality of thought and workmanship which goes into its design. Stock jars also include within the general group those from the worst of bottle-makers' nightmares to packages fit to compete with the finest containers of any type.

Whether a stock jar or a private mold jar is selected, there are certain basic details to be considered. There appears to be a movement toward relatively compact, simple shapes. It is well to go along with this trend, as it is a reflection of consumer preference. Beads, if present, should not project beyond the shoulder, and thus be subject to chipping.

Content display should take preference over the excessive use of obscuring

(Continued on page 43.)



LABEL CAN MAKE THE PACKAGE

Labels can be designed to lend character to products and placed on the container in a location to give eye appeal without obscuring contents.

How to Borrow Money for Plant Improvement

By ARNOLD KRUCKMAN

HERE are opportunities in many meat packing and sausage manufacturing plants to earn large returns on capital investments in plant rehabilitation and modern, efficient equipment.

That more packers and sausage manufacturers do not take advantage of these opportunities is due, in many instances, to a reluctance to reduce working capital and reserve by the amounts required to make the improvements, or to inability to secure needed funds from local loaning institutions.

Very often loans made for plant improvements are self liquidating; that is, the savings resulting are sufficient to carry the loan and repay it within a comparatively short time. This is particularly true of loans made to modernize power plants, purchase air conditioning equipment and install modern processing and manufacturing equipment which will speed up production and reduce unit production costs.

Loans from Government Agencies

It is not unusual, in times like the present, for packers to make the mistake of adopting a "can't afford" policy in all matters involving capital investments. Very frequently, under any circumstances, an improvement will be paid for even if it is not made—paid for in higher costs, low production, poorer quality and lower sales volume. Under such circumstances spending is the wiser course.

Packers and sausage manufacturers who have investment opportunities in their business, and who do not wish to ask for money from local lending sources, may find it convenient to apply for loans to one or another of the government loaning bodies—Federal Housing Administration and Reconstruction Finance Corporation.

FHA guaranteed loans up to \$10,000 per single unit of property are made with or without security. They are for the specific purpose of enabling the borrower to improve, rehabilitate or modernize his business, build an addition to his plant, install new equipment or make any other "built-in" improvements which may be considered as permanent structural parts of the establishment.

Limitation of Uses

This definition of improvements as "built-in," or as permanent structural parts of a plant, is emphasized in the FHA regulations in order that the prospective borrower may understand clearly that he cannot use money obtained in this way to purchase equipment that is detached or movable.

● "Can't afford" policy is considered a mistake

● Loans for plant improvements often are self liquidating

● Limited loans may be made with or without security

● Two government loaning bodies are available to industry

There is nothing on paper to confirm the statement, but it is a fact that FHA will be very tolerant in interpreting the meaning of the words "built-in," "structural" and "permanent." FHA officials informally recognize that each industry has its peculiarities, and that each individual business in an industry has its own singular and specific problems.

Congress (and mark well that it was Congress) enacted the new FHA laws to give people in business an opportunity to borrow money cheaply, quickly, and with a minimum of red-tape. Congress had in mind mainly that every reasonable and genuine need should be met. The businessman who runs up against an official who is excessively red-tapish will get quick help from his representative in Congress to secure a liberal construction of these FHA laws.

FHA Loans

FHA loans—formally designated as modernization or property improvement loans under title 1 of the amended National Housing Act, are not direct loans. They are made by banks, building and loan associations, cooperatives, insurance companies, finance corporations, contractors, equipment merchandisers, material dealers, builders, or any responsible individual or corporation with whom the business man does business.

These loans are insured or guaranteed by the FHA. The agency making the loan must be approved by FHA. The best way to arrange a loan is to discuss it first with the nearest FHA agency. These are in 63 different cities. Banks and chambers of commerce invariably know the location of the nearest FHA headquarters.

The FHA people will advise how to

proceed to secure a loan. A businessman may negotiate an insured loan to rehabilitate his plant, even though he does not own the premises. Loans are guaranteed for tenants on condition that the loan will be repaid six months before the lease expires.

Loans may be secured on as many separate units of property or business as the borrower operates. This means that a corporation with one or more packing plants may negotiate a modernization loan upon each separate plant. Corporations operating chain stores or markets are entitled to the same accommodations.

Type and Purpose of Loans

Loans are used for different purposes by different businesses. Common applications of funds are to build additions; make repairs and install heating plants, air-conditioning systems, plumbing, ash removal apparatus, burglar alarms, dust collector systems, sprinkler systems, cabinets, elevators, escalators, shelves, counters, fire alarms, fire hose systems, etc. These are enumerated merely as examples. A packer's needs indicate what the funds may be used for in his own industry.

These FHA insured loans are designed to benefit all kinds of business—stores, work-shops, plants, factories, warehouses, offices, office buildings etc. One may build a new garage, or fix up an old one, or put in a scale unit as part of the existing system of a group of commercial buildings. Small new ventures, such as roadside markets, are financed to the extent of \$2,500 to build an entirely new building.

How to Apply for Loan

FHA has approved over 12,000 agencies to make loans. The procedure to apply for a loan is simple. FHA furnishes a blank upon which the applicant makes a credit statement. This form is simpler than the usual bank form. If applicant's credit is not utterly impossible, statement is quickly verified by lending organization and forwarded to the FHA.

FHA accepts approval of lending organization. Speed with which loan is finally consummated depends on distance applicant is located from Washington. Funds usually are in hands of the borrower, upon execution of an ordinary note, within 48 hours to 10 days after the application has been filed.

The loans mature within 5 years. Maximum cost, including all charges, equals 9.72 per cent return annually on average amount outstanding on face of note. Payments are made monthly or seasonally. Loans for new small business structures in the amount of \$2,500 mature in 7 years, and repayments average 6.69 per cent on an outstanding annual balance. There appears to be wide leeway, at the discretion of a lending agency, to extend the loan of a sound borrower.

A straight commercial loan may be

(Continued on page 28.)

An authentic operating handbook for



SAUSAGE MANUFACTURERS

Another new book, Volume 3 of the Packer's Encyclopedia, has just been compiled by THE NATIONAL PROVISIONER in co-operation with leading sausage experts in the field!

This important volume presents the best of modern sausage practice, tested and proved formulas for sausage and all types of specialty products. It offers complete recommendations for correct manufacturing and operating procedure, plant layout suggestions, valuable merchandising ideas, and a handy directory of equipment and supplies.

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SAUSAGE AND MEAT SPECIALTIES is the first work of its kind on this important subject. The wealth of material between its covers and the thorough manner in which it is presented will make it an indispensable aid to every sausage maker!



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THE NATIONAL PROVISIONER
407 South Dearborn Street, Chicago, Illinois

PROCESSING

for the trade

Canned Corn Beef Hash

Canned corned beef hash is a popular item in canned meat lines, good hash finding a broad outlet. A meat canner who wants to make this product asks the procedure to use and the kind of potatoes best adapted to the purpose. He says:

EDITOR THE NATIONAL PROVISIONER:

Have you a recipe for canned corn beef hash? Is the meat given a regular cure or is there a quick cure for the purpose? What kind of potatoes are used?

Corned beef hash consists principally of precooked corned beef, potatoes, onions and white pepper. Use of a modified quick cure in preparing the beef has been found desirable, rather than to resort to the older longer-time pickle cure method of canning.

This modified quick cure consists of precooking the beef trimmings, rumps or briskets which have been cut into pieces of not over one pound each. The meat is dropped into boiling water and cooked 10 to 15 minutes. This parboiled meat is then drained and transferred to a hot curing solution containing $\frac{1}{4}$ oz. sodium nitrite per 100 gals. of pickle.

Fixing the Color

The meat is simmered in the curing solution at a temperature of 190 degs. F. for 20 to 25 minutes to fix color and complete precooking. When using this method, color fixation depends upon the reaction of the sodium nitrite upon the hemoglobin of the meat.

If the meat is precooked for too long a period, and the hemoglobin is destroyed, it will be impossible to establish the red color which is characteristic of corned beef. It will, therefore, be necessary to experiment somewhat in order to establish the proper length of the pre-cooking period when using this method. Too short a precooking period results in excessive shrinkage of the canned product.

With this modified quick curing method the amount of curing ingredients which may be used for each 100 lbs. of beef trimmings will depend upon B. A. I. regulations. About $\frac{1}{4}$ oz. of sodium nitrite, from 3 to 4 lbs. of salt and 1 to 2 lbs. of sugar are used to 100 lbs. of partially-precooked beef trimmings.

Processing

In making corned beef hash from 40 to 55 lbs. of precooked, cured, trimmed and ground corned beef and 45 to 55 lbs. of diced potatoes are used. From $1\frac{1}{2}$ to 8 lbs. of ground onions and $1\frac{1}{2}$ to 3 oz. of white pepper are used to a 100 lb. batch.

Following the curing procedure, the meat is drained and trimmed free of blood clots, excessive fat and gristle. The trimmed meat is then ground and mixed with either raw or slightly precooked potatoes which have been properly peeled, trimmed and diced. It is desirable to hold the peeled and diced potatoes under water until they are used, to prevent darkening of the potatoes due to contact with air. A firm variety of potato is most desirable, such as the Spalding, Rose, Irish Cobbler or Red Bliss. They are preferable to the more mealy kinds, such as the Idaho.

Potatoes, ground onion and pepper are added to the meat and mixed thoroughly, which requires from 3 to 5 minutes. The product is filled into the cans cold and thermally exhausted in a steam exhaust box to a can center temperature of 150 to 160 degs. F. The cans are immediately hermetically sealed and pressure processed.

Processing from 85 to 90 minutes at 240 degs. for the 300 x 409 cans, and 100 to 105 minutes at 240 degs. for the

307 x 409 cans, have been used commercially with success, when followed by a thorough water cooling.

Both plain and enamel-lined cans are used for corned beef hash.

WHOLESALE LAMB CUTS

A Southeastern packer wants to know what parts of the carcass are included in wholesale lamb cuts quoted weekly in THE NATIONAL PROVISIONER. He writes:

EDITOR THE NATIONAL PROVISIONER:

We note that you quote lamb saddles and forens in weekly wholesale prices. Just what do these wholesale cuts include?

The saddle is a standard cut under the "Chicago" style of cutting and consists of the hind part of the carcass with the division coming between the 12th and 13th ribs. The remainder of the carcass is known as the fore or fore-saddle. The saddle and fore are each equivalent to about 50 per cent of carcass weight.

Sometimes the saddle is divided just in front of the hip bone to make legs and loin while the fore may be split up into hotel rack and stew by dividing it between the third and fourth ribs and parallel with the back from the shoulder joint.

STUFFED BOILED HAM

An Eastern sausage manufacturer asks how stuffed ham is made. He writes:

EDITOR THE NATIONAL PROVISIONER:

One of our customers recently asked us if we knew how to prepare a boiled ham with pickle and cheese stuffing. Do you know anything about such a product?

Boiled ham stuffed with pickles and cheese is a specialty sometimes made by English meat dealers. A 12-lb. ham is cooked and is then drained. The rind is removed and the ham is carefully boned, leaving a cavity for the stuffing.

Stuffing is made from 1 lb. of gherkins and 1 lb. of cheddar cheese which are run through a grinder. The mixture is stuffed in the bone cavity and pressed as tightly as possible. The ham is sewed and held in cooler to set for about 24 hours. It is then ready for sale.

Do you use this page to get your questions answered?

UP GO SALES

- when you use

AVENIZED PAPER



Avenized Parchment, Greaseproof and Glassine Boost Profits by Improving the Keeping Quality of HAM • BACON • BUTTER and other fatty products

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Please send us sample sheets of Avenized
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APRIL SAUSAGE OUTPUT

Sausage production under federal inspection during April, 1938, totaled 57,578,590 lbs., divided into the following classifications:

	lbs.
Fresh	7,765,410
Smoked and/or cooked	41,809,001
To be dried or semi-dried	8,004,179
Total	57,578,590

Production for each month of the 1938 packer year to date was:

	lbs.
November, 1937	61,140,435
December	54,976,367
January, 1938	57,433,989
February	52,112,898
March	58,535,167
April	57,578,590

Production in April, 1938, was large in view of the curtailment in slaughter of all classes of livestock.

SLICED BACON PRODUCTION

Sliced bacon produced under federal inspection in April, 1938, totaled 19,028,679 lbs. This was higher than in any other month of the 1938 packer year and higher than in April, 1937. Production for the fiscal year to date with comparison follows:

	1937-'38, lbs.	1936-'37, lbs.
November	16,900,154	16,459,062
December	17,381,833	16,580,698
January	17,271,741	16,822,584
February	16,390,822	15,023,966
March	18,604,313	17,550,153
April	19,028,679	17,726,075

Production for each month of the current fiscal year has been higher than in the same period a year earlier.

MEAT INSPECTED IN APRIL

Meat and meat food products prepared under federal inspection during April, 1938:

	Apr., 1938, lbs.
Meat placed in cure:	
Beef	8,546,132
Pork	156,982,395
Smoked and/or dried meat:	
Beef	4,196,175
Pork	112,668,702
Bacon sliced	19,028,679
Sausage:	
Fresh finished	7,765,410
Smoked and/or cooked	41,809,001
Dried or semi-dried	8,004,179
Meat loaves, head-cheese, chili con carne, jellied products, etc.	6,897,032
Cooked meat:	
Beef	1,021,201
Pork	12,090,470
Canned meat and meat products:	
Beef	8,478,878
Pork	2,769,942
Sausage	24,046,569
Soup	4,264,505
All other	
Lard:	
Rendered	72,710,050
Refined	56,007,510
Oleo stock	9,775,184
Edible tallow	7,410,330
Compound containing animal fat	19,635,758
Oleomargarine containing animal fat	4,498,196
Miscellaneous	1,207,800

CANNED MEAT PRODUCTION

Canned meat and meat foods produced under federal inspection during April, 1938, totaled 44,303,782 lbs., as follows:

	lbs.
Beef	4,743,888
Pork	8,478,878
Sausage	2,769,942
Soup	24,046,569
All other	4,264,505
Total	44,303,782

Production in each month of the fiscal year to date was:

	lbs.
November, 1937	52,530,356
December	59,696,274
January, 1938	60,085,337
February	56,108,670
March	57,081,445
April	44,303,782

In April, 1937, canned meat and meat foods produced totaled 56,371,212 lbs. The decline occurred in all kinds of canned meat products but principally in canned soup.

Watch "Wanted" page for Bargains.

JUMBO SAUSAGE

A liver sausage 2 in. in diameter and 72 ft. long is believed to have been one of the largest sausages ever manufactured in this country. It was made for Peter Kirchhof of the Bronx, New York, in 1884. In 1876, when Tilden was counted out of the presidency, Kirchhof declared if ever another democratic president were elected he would invite his friends to help him eat the biggest liver sausage they had ever seen. When Grover Cleveland was elected in 1884 Kirchhof gave orders for the manufacture of the largest sausage that would hold together. The result was the 72-foot liverwurst. To accompany it a loaf of bread 2 ft. thick and 40 ft. long was baked in eight sections. A brass band headed the procession which carried the sausage and the bread to Kirchhof's hall, where 400 feasted. Forty men carried the sausage and 30 men transported the bread.

How Leading Packers ECONOMIZE

Packers, both large and small, have for years economized by concentrating their textile purchases at "Headquarters", the Bemis Bro. Bag Co. Because of the service it has rendered in meeting the textile needs of packing houses, Bemis is

America's foremost supplier to the packing industry.

Here are a few Bemis products which have brought welcome savings to hundreds of packers. Write for samples and prices of any or all products shown here. No obligation.



2. BEMIS PARCHMENT-LINED BAGS. Sanitary, white bleached muslin, lined with genuine vegetable parchment. Neat appearance and attractive printing increase sales for pork sausage and ground, uncooked meats. Only one end to close... easier to fill, pack and handle.



3. BEMIS READY-TO-SERVE MEAT BAGS. In the case or on the counter, Bemis Cloth Bags win customers for bologna, sausage and other ready-to-serve meats by their spick and span appearance and attractive printing. Made in round, oval, heart and other attractive shapes.

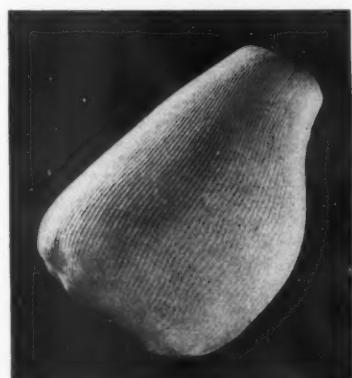


1. BEMIS LARD PRESS CLOTHS

Duck press cloths ideally suited for lard and oleomargarine presses or filters. Cut to measure and hemmed. Can be supplied with holes punched and reinforced with stitching... pre-shrunk or unshrunk material.



4. BEMIS BEEF BLEACHING CLOTHS. Hundreds of packers find Bemis Beef Bleaching cloths produce smoother, whiter beef at lower cost. Are more absorbent, better constructed, can be used over and over again. Especially designed and cut to fit.



5. BEMIS STOCKINETTE. The finest quality Stockinette at the right price. Keeps meats clean, fresh and salable. Appeals to retailers and packers alike.

BEMIS BRO. BAG CO.

USE COUPON FOR FREE SAMPLES

BEMIS BRO. BAG CO., 420 Poplar Street, St. Louis, Mo.
5102 Second Avenue, Brooklyn, N. Y.

Gentlemen: Please send samples and full details of products checked below:

- BEMIS LARD PRESS CLOTHS.
- BEMIS PARCHMENT-LINED BAGS.
- BEMIS READY-TO-SERVE MEAT BAGS.
- BEMIS ROLL DUCK. For press cloths, boiling hams, truck covers, etc.
- BEMIS CHEESECLOTH, by the bolt, bale or cut to size.
- BEMIS BEEF OR NECK WIPES. Highly absorbent pads of 4 to 6-ply cheesecloth.
- BEMIS BEEF BLEACHING CLOTHS.
- BEMIS STOCKINETTE.
- BEMIS SCALE COVERS. Heavy, durable duck, waterproofed or untreated.
- BEMIS INSIDE TRUCK COVERS. Made to fit your trucks.
- BEMIS DELIVERY TRUCK COVERS. Have no "weak spots". Also made of insulated canvas.

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B.& O. Insulates with Corkboard

Philadelphia Pier Has 11 Rooms for Cold Storage

THE Baltimore and Ohio Railroad Company's newly remodeled Philadelphia pier is completely equipped to handle fresh meat shipments. Eleven cold storage rooms are designed to guard meat and other produce. These rooms are insulated throughout with a 4" thickness of Armstrong's Corkboard insulation.

On land or sea, engineers know they can rely on Armstrong's Corkboard for safeguarding low temperatures. The cellular structure of cork, Nature's own insulation, presents an effective barrier to the passage of heat. Equally important, these sealed cells give Armstrong's Corkboard its high natural resistance to the moisture that is invariably encountered in working with low temperatures.

Even under severe conditions, Armstrong's Corkboard maintains its efficiency through years of service. Installations made twenty, twenty-five, even thirty and more years ago, are still giving economical service. Corkboard continues to pay dividends, in the shape of refrigeration saved, for years after its first cost has been fully repaid.

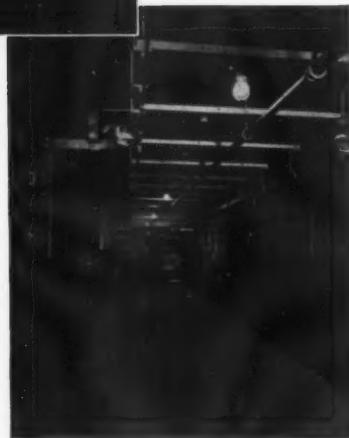
Armstrong maintains a Contract



FOUR-INCH THICKNESS of Armstrong's Cork board helps hold low temperatures, saves costly refrigeration, in the eleven cold rooms on this B & O pier in Philadelphia. Four inch brine mains, running the length of the pier, are insulated with Armstrong's Cork Covering. Engineer, L. P. Kimball, Engineer of Buildings, B & O Railroad Company, Insulation contractor, John R. Livesey, Philadelphia.

Service for the installation of Armstrong's Corkboard and Cork Covering. Experienced engineers and skilled workmen are at your service, for new construction or remodeling. These experts using Armstrong's specifications and erection materials, assure proper installation on any type of low temperature job.

Write today for complete information about Armstrong's Corkboard and Cork Covering for cold lines. Address Armstrong Cork Products Company, Building Materials Division, 952 Concord St., Lancaster, Pa.



Armstrong's CORKBOARD INSULATION

REFRIGERATION and Air Conditioning

Dew Point

Its Relation to Dry Bulb Temperature, Humidity

AIR at any temperature can hold a definite maximum weight of water vapor, and the higher the temperature of the air the greater is the weight of water it can hold. For example, if air at 50 degs. F., containing the maximum amount of water vapor it can hold, is lowered in temperature to, say, 35 degs. F. the excess of water vapor over that it is capable of holding at the higher temperature will be deposited as fog or dew.

If a hog carcass having a temperature of 35 degs. F. is brought into a cutting room, the air of which has a dew point temperature of 50 degs. F., it is evident that the film of cold air lying next to the cold surface will approximate the temperature of the carcass. Thus the moisture from the 50 deg. F. surrounding air will condense on the cold carcass and warm it.

To avoid this in the cutting room, an atmosphere with a dew point temperature below 35 degs. F. should be maintained. This can be done regardless of the temperature of the room air.

Dew Point in Bacon Slicing

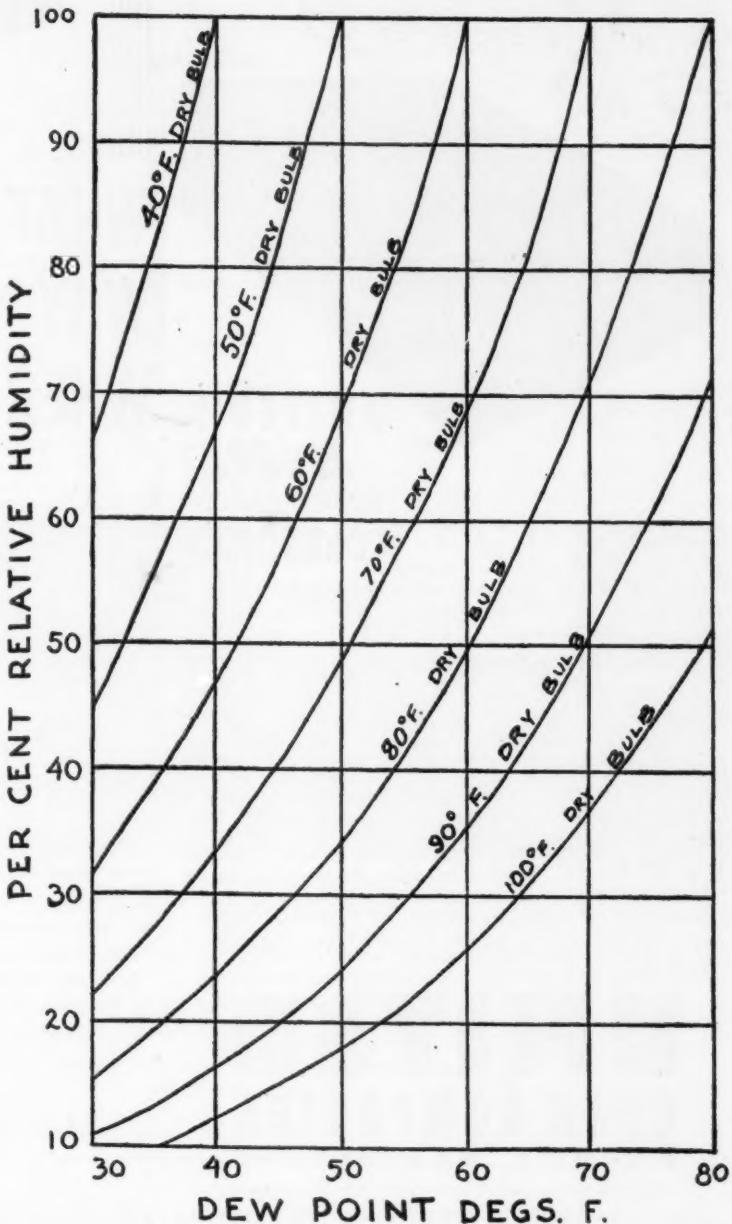
The same consideration to dew point temperature also is required in the bacon slicing and packaging room, in the shipping cooler and on the loading dock. Dew point temperature, therefore, is important in air conditioning several departments in the meat packing and sausage manufacturing plant.

Lowering of the air temperature in a room, or to be more precise, of the temperature of the mixture of air and water vapor, brings about a condition at which the air is saturated and cannot be cooled further without losing some of its contained moisture. Raising the temperature again superheats the water vapor and renders the air capable of holding more moisture. The relation between the moisture content and the maximum moisture content at the new dry bulb temperature, when multiplied by 100, is termed relative humidity.

At the dew point there is a fixed relation between the temperature and the water content in each cubic foot or each pound of air at the prevailing barometric pressure. At this dew point, and at no other, dry bulb temperature, wet bulb temperature and dew point are the same. Dew point conditions at any barometric pressure and for boiling

point downward form a regular curve which plays a large part in the science of psychometry.

When heat is added both the air and water vapor share in the incre-



DEW POINT-TEMPERATURE CURVES

Of particular interest to packers is fact that when spread between dry bulb temperature and dew point temperature increases, percentage of relative humidity decreases.

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B.B.
BLOCK BAKED
CORKBOARD

by Name? Today...as for three decades past...the name UNITED represents the highest standards in insulation manufacture.

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by Service? UNITED'S Service is complete from start to finish...with an experienced organization ready to offer their "helping hands" in consulting, planning, and inspecting.

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WHAT It Is-- WHY It Is Needed-- WHERE To Use It--

These are the subjects covered in detail in this binder full of the articles by outstanding authorities which have been published in *The National Provisioner* since August, 1935.

WHAT are the nine properties of "air-conditioned" atmosphere? The meat packer must know what he is attempting to achieve if he tackles this subject intelligently.

WHY is air-conditioning better than simple refrigeration as far as the meat packer is concerned? There are ample reasons, and one typical meat packer is effecting savings up to \$15,000 a year because of these reasons.

WHERE should the packer start to install air-conditioning and what departments should come next? There is a best way to modernize your plant, when air-conditioning is installed.

This compilation of reprinted articles answers these and many other questions, and tells how to proceed, as well. It gives experiences of other packers, specific results on tests and installation data. Reprints of articles appearing currently in THE NATIONAL PROVISIONER are furnished to owners of the binder and the series of articles will cover every phase of the subject. At only \$1.25 a copy, this handbook should be on your MUST list.

Order Your Copy Today!

THE NATIONAL PROVISIONER
407 South Dearborn Street, Chicago, Illinois

ment. Resulting rise in air temperature would enable it to hold more moisture. Its relative humidity is less than 100 per cent, the actual in proportion to the maximum potential being multiplied by 100 to give the percentage relative humidity. This is reduced with rise of temperature at constant dew point.

If the relative humidity is raised at constant temperature the dew point temperature rises. Such a case is represented by movement along a curve in the accompanying diagram, in which the curves represent constant temperatures. Constant dew point with rise in temperature is shown by vertical lines.

Air with 40 deg. dew point, for example, may be seen to be at 100 per cent relative humidity at 40 degs. F., reducing with rise in dry bulb temperature to about 12 per cent at 100 degs. F. Similarly, for 50 per cent relative humidity to be constant, it is required to add moisture to raise the dew point. Fifty per cent relative humidity at 48 degs. F. is approximately 30 degs. F. dew point, whereas 50 per cent relative humidity at 100 degs. F. is about 80 degs. F. dew point.

Shrink Danger Increased

It will be seen, therefore, that in locations in the meat packing plant where a low dew point is required to prevent condensation of moisture on the product, a low relative humidity must be an accompaniment. In the bacon slicing room, for example, where a temperature of 55 degs. may be carried and a dew point temperature below the temperature of the incoming bellies, or at least 30 degs., is required, relative humidity is in the neighborhood of 60 per cent. This ordinarily would be too low to prevent considerable shrink. However, in the bacon slicing room shrink is not of much consideration due to the short time the product is in the room. The same reasoning may be applied to the pork cutting room.

As the spread between room dry bulb temperature and dew point temperature increases, percentage of relative humidity decreases. With a temperature in a room of 70 degs. F. and a dew point temperature of 30 degs. F., relative humidity is only 22 per cent. Despite this, refrigerating and air conditioning engineers consider that in some departments of the meat plant temperature is not of considerable importance, providing dew point temperature is below the temperature of the incoming product. It would be well for packers to bear in mind, however, that the higher the temperature in any room and the lower the dew point temperature the more need there is for handling product promptly to prevent losses by dehydration.

LOCKER PLANT NOTES

Elk City Ice Co., Elk City, Okla., has plans for cold storage locker plant.

Pendleton Cooperative Association has made arrangements to install cold

storage locker system in Bowman Hotel bldg., Pendleton, Ore.

Woodford County Farm Bureau, Bloomington, Ill., has plans for refrigerated locker plant.

A 475-locker cooperative cold storage plant was recently built in farm bureau building at Ottawa, Ill.

Betlach's Food Shop, Bloomington Prairie, Minn., will install locker unit.

Whitefish Creamery of Whitefish, Mont., is building addition to house refrigerated locker system.

FINANCIAL NOTES

Beech-Nut Packing Co. has declared an extra dividend of 25 cents and the regular quarterly payment of \$1 a share on common stock, payable July 1 to stock-holders of record on June 10.

Chickasha Cotton Oil Co. has declared a special dividend of 25 cents a share on common stock, payable June 15 to shareholders of record on May 25.

Great Atlantic and Pacific Tea Co. reported consolidated net profit of \$9,119,114 for fiscal year ended February 28, equivalent to \$3.50 per share on common stock. This compared with profit of \$17,084,622, or \$7.31 a share earned on common in the preceding fiscal year. Sales were \$881,703,076 in the year ended February 28, 1938, a decline of 2.8 per cent from earlier \$907,370,991.

PACKER AND FOOD STOCKS

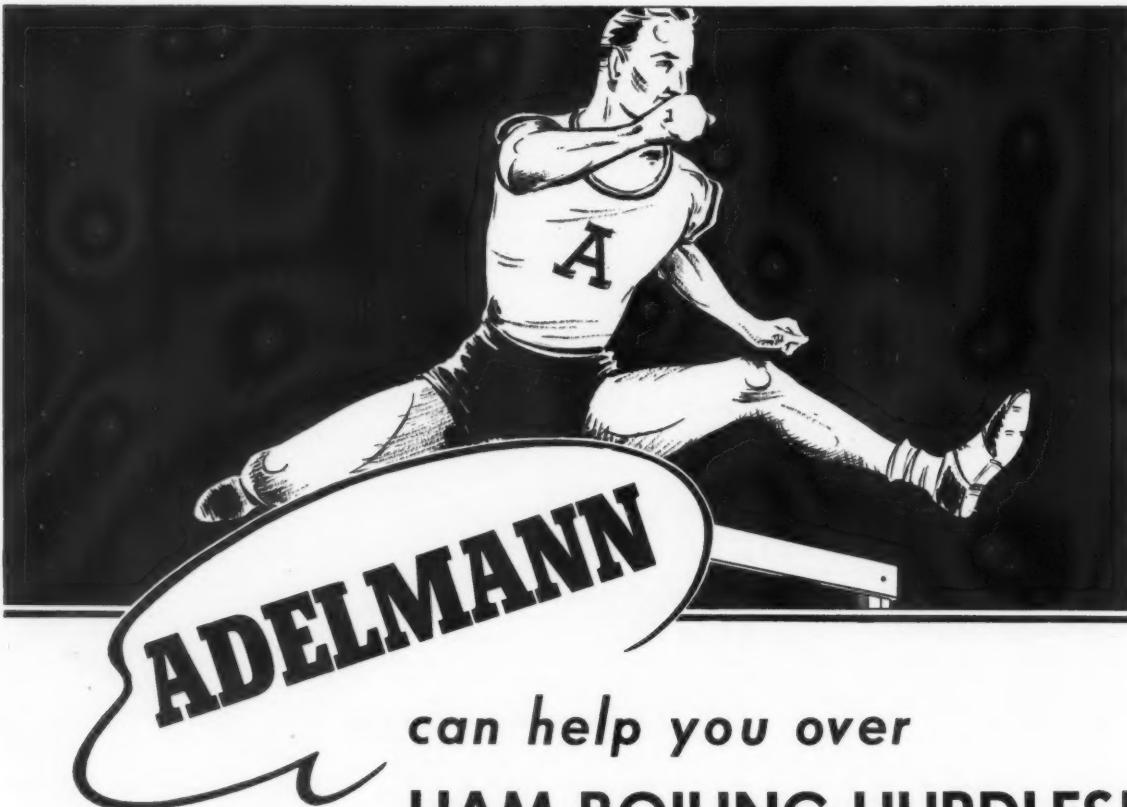
Price ranges of listed stocks, May 18, 1938, or nearest previous date compared with week ago.

	Sales May 18.	High. May 18.	Low. May 18.	Close. May 11.
Amal. Leather..	200	1%	1%	1%
Do. Pfd..	.....	.....	.....	.....
Amer. H. & L..	100	3	3	3
Do. Pfd..	100	19	19	17
Amer. Stores..	200	7½	7½	7½
Armour, Ill..	3,400	4%	4%	4%
Do. Pr. Pfd..	400	36	36	36
Do. Pfd..	.....	.....	.....	94½
Do. Del Pfd..	100	95	95	95
Beechnut Pack..	.....	.....	.....	100
Bohack, H. C..	.....	.....	.....	1½
Do. Pfd..	50	11½	11½	11½
Chick. Co. Oil..	100	14½	14½	14½
Childs Co..	1,200	4%	4%	4
Cudahy Pack..	.....	.....	.....	13½
Do. Pfd..	70	51	51	49½
First Nat. Strs..	2,600	27½	27½	27
Gen. Foods..	4,800	26½	25½	25½
The Gildenh. Co..	700	18	17½	17½
Do. Pfd..	200	42	42	41
Hormel, G. A..	.....	.....	.....	19½
Hygrade Food..	500	1½	1½	1½
Kroger G. & B..	2,000	14	13½	14
Libby McNeill..	250	6½	6½	7½
Mickelberry Co..	400	2½	2½	2½
M. & H. Pfd..	.....	.....	.....	3
Morrell & Co..	100	25	25	25
Nat. Ten..	1,300	3	3	3
Proc. & Gamb..	3,400	49	48	47½
Do. Pfd..	30	122½	122½	119½
Rath Pack..	.....	.....	.....	20½
Safeway Strs..	2,400	14½	14½	14½
Do. 5% Pfd..	120	70	67½	70
Do. 10% Pfd..	140	80	81	81
Do. 7½% Pfd..	40	91	91	87
Stahl Meyer..	.....	.....	.....	1½
Swift & Co..	1,400	16½	16½	16½
Do. Int'l..	500	26	26	26
Trunk Pork..	.....	.....	.....	7½
U. S. Leather..	400	4½	4½	4½
Do. A..	1,700	8½	8½	8½
Do. Pr. Pfd..	120	65½	65	65
Wesson Oil..	300	30½	30	32
Do. Pfd..	.....	.....	.....	72
Wilson & Co..	1,200	4	4	4
Do. Pfd..	100	40½	40½	39



Plant efficiency is maintained only by the use of proven equipment. WESTCO—the original turbine type pump—incorporates qualities not found in other makes and these distinct features have resulted in thousands of satisfied Westco pump users. The construction and design of Westco pumps includes such outstanding features as—*One Moving Part*—the Impeller—which rotates without metal to metal contact. *Patented Removable Liners* which assure years of service from the pump casings and offer stand-by pump protection. *Accessibility* due to vertical split case construction allowing full disassembly without disturbing piping connections. *Wide operating range*—capacity remains almost constant with considerable increase or decrease in head condition. Specify WESTCO for your pumping duties and know you have the pump that will always be 100% dependable.

MICRO-WESTCO, INC. BETTENDORF, IOWA
 NEW YORK CHICAGO PHILADELPHIA BOSTON
 LOS ANGELES SAN FRANCISCO



*can help you over
HAM BOILING HURDLES!*

Obtainable in Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, Adelmann Ham Boilers offer the most complete line available. Write for booklet "The Modern Method" showing all, and giving trade-in values.



The Adelmann Method of boiling hams insures results because of unusual exclusive features. It cooks the ham in its own juice. Flavor, texture, appearance and quality are greatly improved.

Elliptical yielding springs eliminate cover tilting and exert a firm, wide, flexible pressure. Perfectly shaped, evenly moulded boiled hams are always produced.

Adelmann Ham Boilers are easiest to handle, quickest to operate, reduce shrinkage, and lower operation costs. They are simple to clean, last longer, perform better, produce the kind of boiled hams that really sell!

"Adelmann - The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.
CHICAGO OFFICE, 332 South Michigan Avenue

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities — Canadian Representatives: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

PROVISIONS AND LARD

WEEKLY MARKET REVIEW

AFTER an advance last weekend, lard futures at Chicago fell off a little as the week opened and the market backed and filled thereafter, but had a rather firm undertone.

Lard declined sharply on Thursday on bearish hog news. Light commission house selling met only slow demand and a good portion of recent gains were lost. Buying was chiefly on resting orders with some purchases of September through a local commission house credited to packer support. Lard closed on Thursday 2½ lower to 15 higher than on the previous Friday except for May which was 25 lower.

Packer selling was apparent during the week but offerings from that direction were not pressed and commission house absorption on setbacks took the surplus off the market and led to several rallies. The May delivery moved rapidly both ways, but the open interest in May has been almost entirely evened up and more normal market conditions are expected.

A firm tone in hogs and steadiness in the cotton oil market aided lard values materially. Export clearances of lard were reported to be larger. Domestic cash trade in lard and meats was reported satisfactory.

Resistance on Breaks

Lard prices appeared to have reached a point where more resistance developed on the breaks. Many in the trade still expect an increase in hog marketings in the near future. It is believed, however, that even should runs expand materially, it is unlikely that stocks at Chicago will reach the level of last year.

Lard stocks at Chicago increased 2,633,000 lbs. in the first half of May, or a little more than some in the trade had looked for, but stocks totaled only 66,776,854 lbs. against 124,277,790 lbs. a year ago.

Lard exports for the week ended May 14 were reported at 3,975,385 lbs., of which 3,625,745 lbs. went to England, 163,350 lbs. to the Continent, 66,000 lbs. to South America and 121,290 lbs. to the West Indies. According to figures compiled in the East, exports of lard from November 1, 1937 to May 14, 1938 totaled 90,196,025 lbs. compared with 57,388,403 lbs. in the like period last season.

Receipts of hogs at Western packing points last week totaled 260,400 head against 259,500 the previous week and 227,000 a year ago.

Average price of hogs at Chicago at the outset of the week was \$8.20 compared with \$7.85 the previous week, \$10.90 a year ago, \$9.30 two years ago, and \$9.50 three years ago. Hog top at Chicago on Thursday was \$8.60 com-

pared with \$8.25 the previous week.

Average weight of hogs received at Chicago last week was 251 lbs. against 254 lbs. the previous week, 239 lbs. a year ago and 248 lbs. three years ago.

PORK.—Demand was fair and the market was steady at New York. Mess was quoted at \$28.87½ per barrel and family at \$24.87½ per barrel.

LARD.—Demand was fair and the market irregular at New York. Prime western was quoted at 8.80@8.90c nominal; middle western, 8.80@8.90c; New York City in tierces, 8½@8% and tubs, 8¾@8%; refined continent, 9@9½c; South America, 9½@9½c; Brazil kegs, 9¼@9½c; and shortening in carlots, 10½c, smaller lots, 10½c.

Prime steam cash was quoted at Chicago on Thursday at 8.15 asked; prime steam loose, 7.75 bid, and raw leaf, 7.75 nominal.

(See page 38 for later markets.)

BEEF.—Demand was fair at New York and the market was steady. Family was quoted at \$28.00 per barrel.

CHICAGO MID-MONTH STOCKS

Stocks of provisions at Chicago at the close of trading on May 14, 1938, with comparisons:

	May 14, 1938.	Apr. 30, 1938.	May 14, 1937.
P. S. lard, lbs.	62,600,685	59,506,999	119,085,705
Other kinds of			
lard, lbs.	4,167,169	4,636,709	5,191,995
D. S. cl. bellies ¹	7,600,586	7,594,592	12,973,049
D. S. rib bellies ¹	1,180,909	1,101,063	1,057,187
Ex. Sh. Cl. sides, lbs. ¹	1,800	1,800	1,400

¹Made since Oct. 1, 1937.

PROVISIONS TO PUERTO RICO

Sales of pork and lard to Puerto Rico during the first three months of the current year were 8 per cent greater than in the corresponding period of 1937, despite the recent 5-week shipping strike which paralyzed transportation to the Island, according to statement by the Puerto Rican Trade Council. "The Island's purchases of pork and lard during the three months totaled 12,900,000 lbs., and shipments during March were the greatest for any month in recent years," the Council states. "During the nine month period ended March 31 sales of pork to Puerto Rico amounted to 14,800,000 lbs., and were 7 per cent lower than in the same period of the preceding year. Lard shipments, however, gained 7 per cent, exceeding 20,600,000 lbs." The Island's total purchases from the United States during the nine months amounted to \$63,800,000, a 7 per cent decrease from 1937.

CURED PORK PRICES

Prices at Chicago, April, 1938, reported by U. S. Dept. of Agriculture:

	Apr., 1938.	Mar., 1938.	Apr., 1937.
Hams, smoked, reg. No. 1—			
8-10 lbs. av.	24.88	24.65	24.12
10-12 lbs. av.	23.53	23.65	23.50
12-14 lbs. av.	22.18	22.35	23.06
14-16 lbs. av.	21.60	21.55	22.88
Hams, smoked, reg. No. 2—			
8-10 lbs. av.	22.88	22.85	21.94
10-12 lbs. av.	21.88	22.15	21.22
12-14 lbs. av.	21.12	21.08	21.16
14-16 lbs. av.	20.28	20.15	20.07
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.	21.28	21.30	23.75
18-20 lbs. av.	21.12	20.70	23.81
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.	19.62	19.60	21.81
18-20 lbs. av.	19.12	19.00	21.44
Bacon, smoked, No. 1, dry cure—			
6-8 lbs. av.	25.94	26.65	26.88
8-10 lbs. av.	24.88	23.65	26.88
Bacon, smoked, No. 1, S. P. cure—			
8-10 lbs. av.	23.25	23.90	24.25
10-12 lbs. av.	22.00	22.40	24.25
Picnies, smoked—			
4-8 lbs. av.	16.62	16.50	16.62
Backs, dry salt—			
12-14 lbs. av.	8.44	8.95	18.75
Lard—			
Refined, H. W. tubs.	9.35	9.95	12.62
Substitutes	10.34	10.20	13.69
Refined, 1 lb. cartons.	9.59	10.20	12.88

CANADIAN EXPORTS TO U. S.

	Mar., 1938.	Mar., 1937.
Cattle, No.	10,171	17,551
Calves, No.	6,274	6,212
Hogs, No.	8	5,351
Sheep, No.	11	29
Beef	232,200	190,000
Bacon, lbs.	77,600	262,600
Pork, lbs.	172,900	1,784,600
Mutton & lamb, lbs.	24	105
Canned meat, lbs.	300	100
Lard compound, lbs.		

U. S. MEATS TO CANADA

	Mar., 1938.	Mar., 1937.
Beef	1,581	1,946
Bacon and ham	2,919	1,584
Pork	183,237	53,787
Mutton and lamb	1,418	984
Canned meats	4,727	9,466
Lard	100	100
Lard compound	2,355	5,516

CANADIAN BRANDED BEEF

Beef branded in Canada during March, 1938, totaled 4,296,623 lbs. compared with 3,550,940 lbs. in the same month of 1937. Of this total 1,457,929 lbs. were red brand and 2,838,694 lbs. were blue brand.

For tempting, delicious flavor

Boar's Head Super Seasoning¹



THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N. Y.

Hog Cut-Out Results

GOOD light butcher hogs cut to better advantage this week than for some time although hog costs were considerably higher. Heavy butchers showed some improvement in cutting value but the loss was still well over \$1 per hog. Green meat values were stronger.

Top of the market at Chicago was reached on Wednesday when best hogs sold up to \$8.75 with most good and choice 160 to 250 lb. butchers between \$8.60 and \$8.75 and 250 to 300 lb. kinds at \$8.40 to \$8.60. On the closing session of the 4-day period, the top dropped back to \$8.60. About 41 per cent of the hogs arriving were on direct shipments to packers.

Receipts at the 11 principal markets during the four days totaled 185,000 head, which was 12,000 less than a week ago, 53,000 more than a year ago and 18,000 more than in the like period two years ago.

With considerable reduction in the beef supply the competition of large quantities of beef of all grades is less and the demand for hog products of all kinds relative stronger. Unless hog runs show considerable increase during the balance of May and in June, prices are likely to hold to good levels and all product can be merchandised advantageously. Large volume with its accompanying competitive selling and price cutting is absent and the period appears to be at hand when service and salesmanship should bring good results.

The hog test on this page is worked out on the basis of live costs and green product values at Chicago, with average costs and credits.

AUSTRALIA SHIPS MORE BEEF

With Australian beef finding a better market in the United Kingdom, total exports of chilled and frozen beef and veal from Australia totaled 174,265,000 lbs. in the seven months ended January 31, 1938, compared with 135,967,000 lbs. in the like period a year previous. Exports of mutton and lamb for the seven months ended January 31 were 133,226,000 lbs. against 131,290,000 lbs. a year earlier. Chilled beef made up over 18 per cent of all beef exports to the United Kingdom in the period. It represented only 14.7 per cent of such exports in the seven months ended January 31, 1937.

U. K. CURED PORK QUOTA

Total quota on cured pork imports into the United Kingdom for the period from May 1 to July 31, is 148,770,160 lbs., of which the share of the United States is the usual 8.1 per cent, or 12,050,416 lbs. British Board of Trade also has requested an additional 1,120,000 lbs. from the quota countries, to be shipped during last four weeks of the quota period.

FEWER HOGS IN GERMANY

Hog numbers in Germany in March were the smallest recorded for a comparable date since March, 1930, and 10 per cent below the high figure of a year earlier. March hog census showed 20,194,000 hogs in Germany against 22,531,000 in the same month last year. Pigs under eight weeks old totaled 4,445,000 head against 5,547,000 in 1937; the eight weeks to six months class was 9,359,000 head compared with 10,574,000 in 1938. Brood sows farrowing totaled 1,713,000 against 1,952,000 in 1937. Farmers have curtailed breeding operations due to restrictions on use of home-produced grains.

CASING EXPORTS TO GERMANY

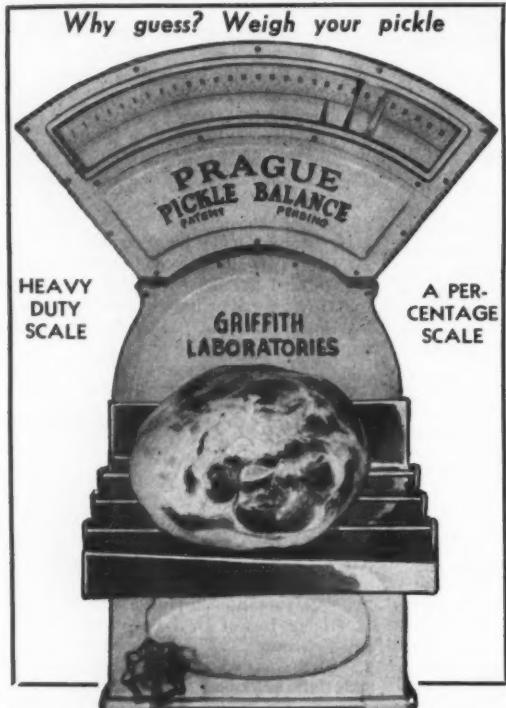
United States slipped to fourteenth place as a supplier of sausage casings to Germany during the first two months of 1938, according to the U. S. Department of Commerce. German casing imports from this country amounted to only 94,800 lbs. of a total of 7,922,565 lbs. received and compared with imports of 410,000 lbs. of U. S. casings in January-February, 1937. Germany imported 2,181,000 lbs. of U. S. casings during the 1937 calendar year, 3,091,000 lbs. during 1936 and 15,320,000 lbs. in 1934.

Watch Classified page for good men.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.				220-260 lbs.				260-300 lbs.	
Regular hams	14.00	16.1	\$ 2.25	13.70	15.9	\$ 2.18	13.40	15.6	\$ 2.09
Picnics	5.70	12.1	.69	5.40	12.0	.65	5.10	11.0	.56
Boston butts.....	4.00	16.0	.64	4.00	16.0	.64	4.00	16.0	.64
Loins (blade in).....	9.80	20.0	1.96	9.50	19.0	1.81	9.00	18.0	1.62
Bellies, S. P.	11.00	14.2	1.56	9.70	13.1	1.27	3.10	12.3	.38
Bellies, D. S. ....	....	....	....	2.00	10.1	.20	9.90	9.8	.97
Fat backs	1.00	5.6	.06	3.00	6.0	.18	5.20	6.3	.33
Plates and jowls.....	2.50	6.3	.16	3.00	6.3	.19	3.30	6.3	.21
Raw leaf	2.10	7.4	.16	2.20	7.4	.16	2.10	7.4	.16
P. S. lard, rend, wt.	12.80	7.8	1.00	11.60	7.8	.90	10.20	7.8	.80
Spareribs	1.60	10.5	.17	1.60	10.5	.17	1.50	10.5	.16
Trimmings	3.00	7.9	.24	2.80	7.9	.22	2.70	7.9	.21
Feet, tails, neckbones.....	2.00	....	.07	2.00	....	.07	2.00	....	.07
Offal and misc. ....	....	....	.33	....	....	.33	....	....	.33
TOTAL YIELD AND VALUE...	69.50		\$ 9.29	70.50		\$ 8.97	71.50		\$ 8.53
Cost of hogs per cwt.....		\$ 8.48			\$ 8.48			\$ 8.37	
Condemnation loss.....		.04			.04			.04	
Handling & overhead.....		.71			.64			.59	
TOTAL COST PER CWT ALIVE		\$ 9.23			\$ 9.16			\$ 9.00	
TOTAL VALUE		9.29			8.97			8.53	
Loss per cwt.....		....			.19			.47	
Loss per hog.....		....			.46			1.32	
Profit per cwt.....		.06							
Profit per hog.....		.12							



PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

"Ready to Eat Smoked Ham"



10% added Pickle to green weight made this "Ready to Eat" Smoked Ham Yield 100% out of Smokehouse.

WE BELIEVE IN ARTERY PUMPING

Consider Accuracy . . .

use PRAGUE Pickle Balance Scale

Ever since artery pumping was first advocated and perfected by The Griffith Laboratories, it has been conceded that this modern method has led the way to "short time cures."

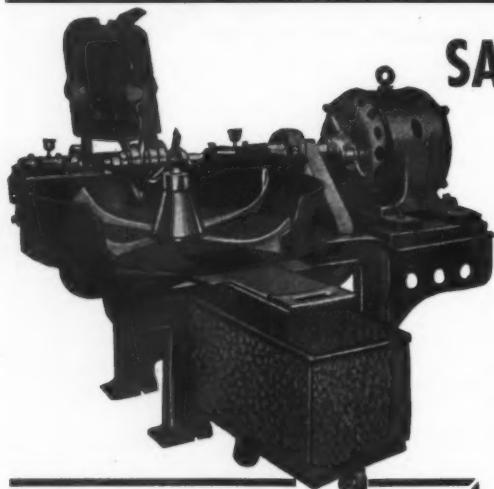
Successful tender smoked ham makers use PRAGUE POWDER and cure with PRAGUE POWDER PICKLE.

THE GRIFFITH LABORATORIES

Eastern Factory and Office: 35 Eighth St., Passaic, N. J.

1415-1431 W. 37th St., Chicago, Ill.

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto, 12, Ontario, Canada



Also made in 4 smaller capacities—

you save big money on any size

- #3 - 125 to 150 lb.
- #4 - 200 to 250 lb.
- #5 - 300 to 350 lb.
- #6 - 400 to 450 lb.

Each of these cutters has the same sturdy construction and is equipped with the same, simple, foolproof unloading device as the Perfection Cutter illustrated above.

Get the details!

**SAVE up to \$2,000 IN FIRST COST
with this Perfection Meat Cutter**

**A STURDY, EFFICIENT, CAPABLE
MACHINE THAT WILL DO A
BETTER JOB FOR YOU!**

Look at these specifications—700 to 800 lbs. capacity, 12 knives, 50 H. P. motor, foolproof unloader—you'll see that this is a real man-sized piece of equipment. And like all RANDALL equipment, it is built to do a real job at lower cost, with uniformly fine results. It is priced so low you can't afford to do without its many features! Write for complete details, price and specifications today. You'll find your machinery dollar goes further, and gets efficient equipment, when you specify RANDALL!

R. T. RANDALL & CO.

331 N. 2nd Street

Philadelphia, Pa.

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended May 14, 1938.	Week ended May 15, 1937.	Nov. 1, 1937 to May 14, 1938.
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To	bbis.	bbis.	bbis.
United Kingdom	50	159	65
Continent	50	224	159
Total	50	224	224

PORK.

M lbs.	M lbs.	M lbs.	
United Kingdom	855	1,293	97,875
Continent	22	2	1,989
West Indies	56	59	586
B. N. A. Colonies	56	56	56
Total	877	1,295	100,565

BACON AND HAMS.

M lbs.	M lbs.	M lbs.	
United Kingdom	3,626	2,256	77,457
Continent	163	186	5,653
Stb. and Ctr. America	66	33	1,786
West Indies	121	286	5,200
B. N. A. Colonies	16	—	—
Other Countries	84	—	—
Total	3,976	2,761	90,196

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Hams, M lbs.	Lard, M lbs.
New York	50	519	1,836
Boston	—	4	97
Philadelphia	—	38	—
New Orleans	—	185	—
Montreal	332	1,819	—
Halifax	22	2	—

SUMMARY NOV. 1, 1937 TO MAY 14, 1938.
1937-1938. 1936-1937.

Pork, M lbs.	Bacon and Hams, M lbs.	Lard, M lbs.
45	51	—
100,565	85,102	57,388
90,196	—	—

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, MAY 14, 1938.

Open.	High.	Low.	Close.
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LARD—			
May	8.35	8.35	8.30b
July	8.50	—	8.50
Sept.	8.72½	8.75	8.70
Oct.	8.82½-87½	8.87½	8.80
Dec.	—	—	8.50b
Jan.	—	—	8.50b

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HOW TO BORROW MONEY

(Continued from page 13.)

obtained from RFC if one cannot secure a loan from a bank. The last condition is controlling. It is always made certain that a bank has turned down the applicant. Primary conditions for an RFC loan are an assurance that the business is solvent and that funds will be spent chiefly for wages.

Loans that will provide more employment take right-of-way over all other loans. In applying, all data should be taken to the one in charge of the nearest RFC agency. He will help. There are 32 RFC agencies scattered about the United States. Each serves a separate section. Banks and Chambers of Commerce know where these are located.

The average RFC loan is for less than \$5,000, at approximately 5 per cent. These loans run from 5 to 10 years. Some loans have been made recently in sums as low as two or three hundred dollars. Loans under \$25,000 are made upon simple sworn statements and references. For loans over \$25,000 a special audit by RFC accountants usually is required.

Requirements for RFC Loans

Aside from its use to employ labor, purchase of materials is the greatest incentive for quick action. Loans designed to purchase machinery and equipment, finance industrial construction, expand a business into new fields, and to establish new businesses are also made quickly. RFC loans are made to pay indebtedness and taxes, and the bankruptcy or receivership condition of an applicant is not a bar to negotiating a loan.

Inventions or patents will not be financed. As long as the loan runs, officers' salaries must be satisfactory to the RFC. Dividends may be paid only if and when RFC approves.

There are other conditions also, but it is true that RFC has become much more tolerant in appraising plants and assets. The idea is to get money into circulation, even apparently at the risk of some failures. Even a failure is regarded as not so bad, if the funds reach those now unemployed.



The New
FRENCH COOKER
Interests You Because
IT OUTLASTS OTHER TYPES
REDUCES ODORS
COOKS QUICKLY,
EFFICIENTLY
OPERATES MORE EASILY
IS STURDILY BUILT
We invite your inquiries

**The French Oil Mill
Machinery Company**

Piqua

Ohio

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports,	@ 29.50
May-June shipment	\$ 3
Blood, dried, 16% per unit	@ 2.40
Unground fish scrap, dried, 11½% ammonia, 15% B. P. L., f.o.b. fish factory	2.75 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot	@ 44.00
May shipment	@ 45.00
Fish scrap: acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories	2.50 & 50c
Soda nitrate, per net ton: bulk, May-June	@ 27.00
in 200-lb. bags, May-June	6.28.30
Tankage, ground, 10% ammonia, 10% B. P. L., bulk	@ 29.00
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk	2.50 & 10c
	2.40 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	\$ 21.00
Bone meal, raw, 4½% and 50% in bags, per ton, c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 8.50

Dry Rendered Tankage.

50% unground	@ 55c
60% unground	@ 57½c

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, May 18, 1938.

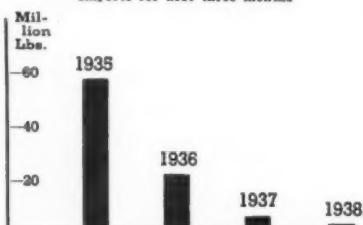
Ground dried blood sold at \$2.40 per unit of ammonia, f.o.b. producers' plants, New York, and the demand is very light.

Ground fertilizer tankage has been selling at \$2.50 and 10c, and unground feeding tankage is now offered at \$2.40 and 10c, f.o.b., local shipping points.

Unground dried menhaden fish scrap

FOREIGN TALLOW SHUT OUT

Imports for first three months



took a drop in price of 25c per unit of ammonia, a few hundred tons having been sold for delivery, if and when made, at \$2.75 and 10c, f.o.b. fish factories, Chesapeake Bay, Va.

Sales of acidulated fish scrap for delivery, if and when made, have been reported at \$2.50 and 50c, f.o.b. fish factories, on Eastern Atlantic Coast.

Spot Japanese sardine meal is offered at \$44.00, New York, and bids under this would probably be accepted, as imported materials cannot now be left on the docks here at New York for longer than ten days free time from the date of discharge of the vessel.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, MAY 14, 1938.

	High.	Low.	Close.
June	5.10@5.25
July	5.10@5.25
September	5.25@5.40
October	5.30@5.45

MONDAY, MAY 16, 1938.

June .....	.....	.....	4.95@5.20
July .....	.....	.....	5.00@5.25
September .....	.....	.....	5.15@5.35
October .....	.....	.....	5.15@5.40

TUESDAY, MAY 17, 1938.

June .....	.....	.....	4.95@5.20
July .....	.....	.....	5.00@5.25
September .....	.....	.....	5.15@5.35
October .....	.....	.....	5.15@5.40

WEDNESDAY, MAY 18, 1938.

May .....	.....	.....	4.90@5.07
June .....	.....	.....	4.90@5.07
July .....	.....	.....	4.95@5.10
August .....	.....	.....	5.00@5.15
September .....	.....	.....	5.10@5.25
October .....	.....	.....	5.10@5.25

THURSDAY, MAY 19, 1938.

May .....	.....	.....	4.80@5.05
June .....	.....	.....	4.85@5.05
July	5.05	5.05	4.97@5.07
August .....	.....	.....	5.00@5.15
September .....	.....	.....	5.10@5.25
October	5.25	5.25	5.18@5.28

FRIDAY, MAY 20, 1938.

May .....	.....	.....	4.75@5.00
July .....	.....	.....	4.85@5.05
Sept. .....	.....	.....	5.00@5.20
Oct. .....	.....	.....	5.10@5.30

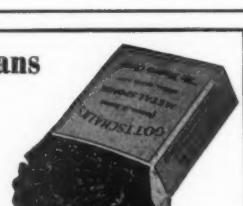
EDIBLE GELATINE IMPORTED

Edible gelatine imported into the United States during March, 1938, totaled 469,723 lbs., valued at \$159,976. Bulk came from Belgium and Netherlands.

Safely, Quickly Cleans All Surfaces

Save time and money...prolong the life of your equipment...by using this effective, modern metal sponge for all surface cleaning. Two sizes. Two types: special non-scratching bronze alloy for tinmed and copper surfaces; stainless steel for Allegheny Metal. Will not unravel, splinter, rust or corrode. Unconditionally guaranteed.

Gottschalk's
METAL SPONGE



Order a dozen from your jobber. Try one. If not better than anything you ever used, return unused sponges to us and full purchase price will be refunded.
METAL SPONGE SALES CORPORATION Philadelphia, Pa.

TALLOWS AND GREASES

WEEKLY MARKET REVIEW

TALLOW.—There was considerable activity and a weaker trend in the tallow market at New York during the past week. Turnover was estimated at 1,500,000 to 2,000,000 lbs. of extra at 5c, delivered, a decline of ½c from the previous week. Bulk of selling was reported to have come from smaller producers. The market was unsteady at the lower levels since soapers, who had bought in a liberal way, had withdrawn, and there were further offerings at 5c. Larger producers were not offering or selling to any extent, as they were in a well sold-up position for the current month and a part of June.

Reports were current in the New York market during the week that the West Coast had sold a fair amount of edible tallow for shipment East on a basis of 5c, loose.

There were no changes in foreign tallow offers at New York. South American No. 1 was quoted at 4%@4½c; No. 2, 4%@3½c, and edible, 4%c, all quotations c.i.f.

At New York, extra was quoted at 5c, delivered; special, 4%c, and edible in packages, 5½c nominal.

Tallow futures at New York were quiet and barely steady during the week. No trading interest appeared.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, May-June shipment, was unchanged at 225 while Australian good mixed, May-June shipment, was unchanged at 19s 3d.

Trade in tallow was slow and scattered at Chicago the past week and the market had an easier tone. Two tanks outside prime sold last weekend at 5c, Cincinnati, and edible sold at market. Prime offered Monday at 5½c, Chicago; tank No. 1 sold at 4%c, River Point, from outside. Large consumers' ideas were 5½c for prime for July; some offered at 5½c, outside point, prompt. There were scattered sales of outside prime on Wednesday at 5c, Midwest points; edible sold at 5½c, f.o.b. production point. Couple tanks No. 3 tallow sold Thursday at 4½c, Midwest point; No. 1 salable at 4%c River point and 4½c, Cincinnati. Chicago quotations, loose basis, on Thursday were:

Edible tallow	5½ @ 5½
Fancy tallow	5 @ 5½
Prime packers	@ 5
Special tallow	4½ @ 4% No. 1 tallow
	4% @ 4½

STEARINE.—Twelve cars of stearine were reported to have sold at New York during the week at 5½c, ex-plant, or 5%c, delivered steamer, a decline of ½c from the previous week. Offerings were lighter, however, and sellers later asked 5%c.

The market was quiet, steady and un-

changed at Chicago with prime quoted at 6½c.

OLEO OIL.—Demand was moderate at New York. The market was steady and ½c up to ¾c off compared with the previous week. Extra was quoted at 7½c@8c; prime, 7½@7½c and lower grades, 7@7½c.

Demand at Chicago was fair and the market was steady and unchanged. Extra was quoted at 8½@8½c and prime (in tierces) at 8@8½c.

LARD OIL.—The market was steady and unchanged at New York. No. 1 was quoted at 8½c; No. 2, 8½c; extra, 9½c; extra No. 1, 8½c; extra winter strained, 9½c; prime edible, 11½c, and inedible, 9½c.

(See page 33 for later markets.)

NEATSFOOT OIL.—Demand was quiet and the market unchanged at New York. Cold test was quoted at 16½c; extra, 9½c; No. 1, 8½c; pure, 11½c, and prime, 9½c.

GREASES.—A fair volume of trade and an easier tone prevailed in the market for greases at New York. Producers were more willing sellers on account of a lower trend in tallow. Consumers took hold in a fair way on the decline but demand was not aggressive. Reports indicated that a comparatively moderate business was passing in finished soap. However, there was no undue pressure of grease on the market. Yellow and house sold at 4½c, a decline of ½c from the previous week.

At New York, yellow and house was quoted at 4%@4½c; brown, 3½@3½c, and choice white, 5½c nominal.

Trade in greases at Chicago was slow during the past week, but the list was mostly steady except for choice white and brown grease. White grease wanted at 5½c, Chicago, last weekend. Brown grease salable at 3½c, Cincinnati, for June, on Tuesday. Round lot yellow grease sold Wednesday at 4½c, Midwest point and white salable at 5½c, Cincinnati, prompt. Chicago quotations, loose basis, on Thursday were:

Choice white grease	@ 5½
A-white grease	@ 5
B-white grease	@ 4½
Yellow grease, 10-15 f.t.s.	4% @ 4½
Yellow grease, 15-20 f.t.s.	4% @ 4½
Brown grease	3% @ 3½

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of May 14, 1938, totaled 1,835,895 lbs.; greases 280,200 lbs.; stearine 10,528; tallow none.

Watch classified page for bargains.

BY-PRODUCTS MARKETS

Chicago, May 19, 1938.

By-products markets very quiet. Prices continue nominal to weak.

Blood.

Blood market nominal.

	Unit Ammonia.
Unground	\$ @ 2.35

Digester Feed Tankage Materials.

Market unchanged and easy. Second grade 6 to 10 per cent product quoted \$2.00 & 10c.

	Per ton.
Unground, 10 to 12% ammonia...\$	@ 2.25 & 10c
Unground, 6 to 10%, choice quality	@ 2.50 & 10c
Liquid stick	@ 2.00

Packinghouse Feeds.

Prices unchanged to weak. Market quiet.

Carlots, Per ton.	
Digester tankage meat meal, 60% ...\$	
Meat and bone scraps, 50%	@ 40.00
Raw bone-meal	@ 35.00
Special steam bone-meal	@ 32.50

Bone Meals (Fertilizer Grades).

Market quiet.

Per ton.	
Steam, ground, 3 & 50	
Steam, ground, 2 & 26	@ 16.00 @ 17.00

Fertilizer Materials.

Market quiet.

Per ton.	
High grd. tankage, ground, 10@11% am.\$	
Bone tankage, ungrd., low gr., per ton	@ 2.25 & 10c
Hoof meal	@ 15.00 @ 2.50

Dry Rendered Tankage.

Market continues weak with prices easy.

	Per ton.
Hard pressed and expeller unground, per unit protein.....\$	@ .50
Soft prsd. pork, ac. grease & quality, ton	@ 35.00
Soft prsd. beef, ac. grease & quality, ton	@ 27.50

Gelatin and Glue Stocks.

Gluestock markets are quiet and easy.

Per ton.	
Calf trimmings	
Sinews, plies	\$18.00@20.00 16.00@18.00
Cattle jaws, skulls and knuckles	@ 17.00

Hide trimmings

Pig skin scraps and trim, per lb., etc.

(Note—foregoing prices are for mixed carloads of unassorted materials indicated above.)

12.00@13.00
@ 4%e

14.00@14.00

Per ton.

Horns, according to grade

Cattle hoofs

Junk bones

Coll and field dried hog hair

Processed black winter, per lb.

Crude winter take-off quoted at \$45@

50 per ton delivered. Summer take-off \$25 per ton delivered.

1½c@2½c
4c@6c

Cattle switches, each*

1½c@2c

*According to count.

Animal Hair.

Hog hair market continues quiet.

Crude winter take-off quoted at \$45@

50 per ton delivered. Summer take-off \$25 per ton delivered.

1½c@2½c
4c@6c

Cattle switches, each*

1½c@2c

Cottonseed Industry Problems

OME of the more pressing problems of the cottonseed oil industry were discussed at length at the 42nd annual convention of the National Cottonseed Products Association, held at New Orleans, La., May 16-18, 1938.

President John H. Pettey of Greenwood, Miss., in opening the sessions said that "there is great uncertainty in the air. We do not know what to expect, but we do know that the great growth of business in this country resulted from private initiative, free from undue restriction, and I do not believe that this can be changed over night." He pointed to the increasing cost of doing business, to mounting taxation, and to the need of giving adequate returns to stockholders in the business and to paying adequate prices to producers of cottonseed. Problems involved in accomplishing these ends were widely discussed.

Future major uses of cottonseed are almost unlimited in scope, said Henry G. Knight, chief of the Bureau of Chemistry and Soils of the U. S. Department of Agriculture. "We have plainly entered an era of cellulose and plastics, and linters from cottonseed are an important raw material for cellulose." Greater profits to both producers and processors of cottonseed may be safely predicted as a result of research designed primarily to increase the value of cottonseed products, he said.

Christie Benet, Columbia, S. C., general counsel of the association, pointed out that the day of haphazard management is gone, and oil mill men must compete with other industries rather than with each other. He called attention to the need for a broader consideration of labor as a partner in the business and of the desirability of the industry taking the lead in solving the wage differential problem of the South.

It is time to revise the story of cottonseed and its products by telling the truth about them, said O. E. Jones, vice-president of Swift & Company. (The full text of Mr. Jones' talk will appear in the next issue.)

Thomas J. Kidd, Birmingham, Ala., was elected president of the association for the coming year. In addressing the convention Mr. Kidd said that he was greatly interested in seeing control through taxes or quotas of imports of edible oils in excess of requirements. "I pledge my strongest personal efforts to seeing that oleomargarine takes its rightful place in the markets of America," Mr. Kidd said, "and to removing the unjust tax burdens now borne by this healthful and essential product of the seed grown by the cotton farmers."

O. E. Jones, vice-president of Swift & Company, Chicago, W. H. Knapp of Cincinnati, and A. Q. Petersen of New Orleans were elected directors-at-large. Regional directors chosen were: Alabama and Florida, J. H. Bryson; Arkansas, P. F. Cleaver; Georgia, R. N. Whitteman; Louisiana, C. W. Wallace; Mississippi, Geo. W. Covington; North Carolina and Virginia, J. I. Morgan;

Oklahoma, A. L. Durand; South Carolina, Albert Jordan; Tennessee, Kentucky, Missouri and Illinois, R. H. Patterson; Texas and New Mexico, Henry Wunderlich; and all other states west of the Mississippi river, W. B. Coberly, Los Angeles, Cal. A. L. Ward, Dallas, Tex., is the educational director.

MARCH MARGARINE TAX

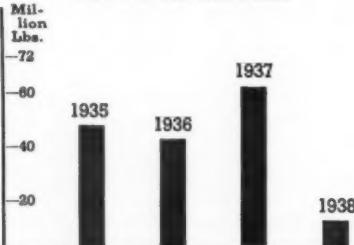
Taxes paid on oleomargarine during March, 1938 and 1937, as reported by the Bureau of Internal Revenue:

	1938.	1937.
Excise taxes	\$103,311.48	\$ 95,767.10
Special taxes	11,784.82	14,261.00
Total	\$115,096.30	\$110,028.10

Quantity of product on which tax was

COTTON OIL IMPORTS DROP

Imports for first three months



Considerable quantities of foreign cotton oil were received during 1935, 1936 and 1937, but imports fell off sharply in first three months of 1938 following crush of domestic seed.

COTTONSEED PRODUCTS PRODUCED AND CONSUMED

As reported for the nine months ended April 30, 1938 and 1937:

COTTONSEED RECEIVED, CRUSHED, AND ON HAND (TONS).

United States	Received at mills ^a Aug. 1 to Apr. 30, 1938.	Crushed Aug. 1 to Apr. 30, 1938.	On hand at mills April 30,	
			1938.	1937.
Alabama	423,962	330,699	404,504	328,125
Arkansas	613,391	442,933	541,519	426,627
California	288,956	173,785	207,945	151,786
Georgia	599,295	466,889	563,637	453,409
Louisiana	278,499	231,419	271,253	231,112
Maine	994,508	817,635	858,139	745,813
North Carolina	285,859	230,090	276,068	229,023
Oklahoma	75,444	82,903	274,771	83,024
South Carolina	274,255	218,313	269,921	218,127
Tennessee	428,014	352,933	404,990	345,997
Texas	1,665,740	905,477	1,535,358	906,424
All other states	266,443	161,906	233,244	160,820

^aIncludes seed destroyed at mills but not 42,394 tons and 21,026 tons on hand Aug. 1 nor 133,862 tons and 82,779 tons reshipped for 1938 and 1937 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Season	On hand August 1.	Produced Aug. 1 to Apr. 30.	Shipped out Aug. 1 to April 30.	On hand April 30.	
				1937.	1938.
Crude oil (pounds)	1937-38	\$11,141,266	1,797,603,640	1,752,378,786	*\$13,010,043
Refined oil (pounds)	1936-37	19,191,508	1,292,718,670	1,286,198,554	67,758,768
	1937-38	1441,052,343	**1,510,973,491	.....	160,340,454
	1936-37	318,973,305	1,182,516,616	.....	588,058,091
Cake and meal (tons)	1937-38	41,952	2,608,141	2,360,521	284,572
Hulls (tons)	1936-37	65,653	1,923,688	1,887,319	101,422
	1937-38	43,422	1,496,568	1,364,404	175,360
Linters (running bales)	1936-37	28,953	1,039,609	1,010,809	96,363
	1937-38	61,547	1,065,818	856,113	553,652
Hull fiber (500-lb. bales)	1936-37	43,819	1,065,814	959,283	150,348
	1937-38	1,828	58,619	29,506	30,941
Grabbots, motes, etc. (500-lb. bales)	1936-37	88	44,460	42,036	2,512
	1937-38	7,379	72,108	32,652	46,835
	1936-37	2,991	49,677	41,606	11,062

^aIncludes 4,272,188 and 58,042,381 pounds held by refining and manufacturing establishments and 4,369,480 and 27,243,210 pounds in transit to refiners and consumers August 1, 1937 and April 30, 1938 respectively.

^bIncludes 13,349,453 and 8,349,736 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,957,878 and 2,705,760 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1937 and April 30, 1938 respectively.

^cProduced from 1,657,299,011 pounds of crude oil.

paid during March, 1938, totaled 60,041 lbs. of colored margarine and 38,922,952 lbs. of uncolored; during the same month a year ago, tax was paid on 62,292 lbs. of colored and 35,677,200 lbs. of uncolored margarine.

MARGARINE MATERIALS USED

Products used in margarine manufacture during March, 1938, compared with the quantities used in the same month a year ago are as follows:

	Mar. 1938. lbs.	Mar. 1937. lbs.
Ingredient schedule of uncolored oleomargarine:		
Babassue oil	1,129,602	2,349,980
Coconut oil	9,532,894	5,181,715
Corn oil	4,150	147,147
Cottonseed oil	16,286,048	14,593,556
Derivative of glycerine	118,933	104,262
Lecithin	9,709	2,608
Milk	7,367,479	6,737,362
Neutral lard	147,121	176,121
Olive oil	1,041,603	1,023,146
Oleo stearine	362,994	320,273
Oleo stock	107,374	158,089
Palm oil	202,447	.....
Palm kernel oil	1,236,740	959,202
Peanut oil	525,342	320,065
Rice oil	17,420	.....
Salt	1,617,480	1,494,269
Soda (Benzoylate of)	15,775	17,928
Soya bean oil	2,496,556	3,852,144
Vitamin concentrate	1,792	.....
Total	42,402,589	38,059,919
Ingredient schedule of colored oleomargarine:		
Babassue oil	15,065	4,342
Coconut oil	22,344	15,553
Color	189	157
Corn oil	3	990
Cottonseed oil	40,647	49,634
Derivative of glycerine	379	279
Lecithin	14	.....
Milk	37,600	36,761
Neutral lard	7,363	5,873
Olive oil	28,443	25,939
Oleo stearine	552	7,580
Oleo stock	1,585	2,188
Palm oil	11,110	.....
Palm kernel oil	1,263	725
Peanut oil	80	1,278
Salt	9,018	11,477
Soda (Benzoylate of)	33	47
Soya bean oil	16,948	10,354
Vitamin concentrate	2	.....
Total	181,401	184,287

VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures at New York backed and filled within a narrow range in the moderate trade of the past week. Market displayed a very steady undertone. Scattered liquidation and commission house and professional selling were absorbed on resting orders on a scale downwards. Most of the selling pressure was in the far-off months, and was felt to have been for refiners' account or for those hedging Brazilian cottonseed oil.

There were no outstanding features in trade on either side, but the market gave a good account of itself and was aided by a better tone in lard. Continued wet weather in the South was also a strengthening influence since it may result in a poor start for the new crop.

The continued dullness in cash oil trade operated against upturns as did inability of outside commodities to hold their swells. Trade was reduced to some extent by the National Cottonseed Products Association convention at New Orleans during the first half of the week.

April oil consumption of 231,975 bbls. was somewhat under expectations, but above the 207,405 bbls. in April, 1937. Consumption for the first nine months of the season totaled 3,379,000 bbls. compared with 2,283,000 bbls. the same time the previous season. Visible stocks at the beginning of May were 2,233,700 bbls. against 1,734,900 bbls. at the same time in 1937.

Pickup in Cash Oil

About mid-week there was a little pickup in cash oil demand. Some in the trade believed that consumers have allowed their stocks to run down to the point where they must be replenished shortly. There were indications that business in oil has been better in the West and South than in the East, as Southern cash handlers look for a May consumption of around 232,000 bbls., whereas Eastern handlers expect a May consumption of around 200,000 bbls.

There was no pressure of Brazilian cottonseed oil on the market at New York, but it was reported that Brazilian oil was offered to the West Coast on a basis of 4 1/4c, c.i.f.

Oleo stearine sold at 5 1/2c, ex-plant, or off 1/2c, indicating that quietness prevailed in shortening trade.

Lard stocks at Chicago during the first half of May increased 2,633,000 lbs., or a little more than anticipated.

COCONUT OIL.—The market was rather quiet but steady at New York. Spot was quoted at 3 1/2c and August-September at 3 3/4c. Shipment oil was quoted at 3c on the Pacific Coast.

CORN OIL.—There was interest at

New York at 7c, but offerings were light and held at 7 1/2c.

SOYBEAN OIL.—Interest was rather quiet. Sellers were asking 5 1/2c and buyers' ideas were around 5 1/4c.

PALM OIL.—Demand was more quiet but there was no pressure of offerings at New York. Nigre was quoted at 3 1/2c and Sumatra at 3 1/4c.

PALM KERNEL OIL.—The market was nominal at New York around 4.15c.

OLIVE OIL FOOTS.—The market was quiet and steady at New York at 7c.

PEANUT OIL.—Crude oil sold at New York at 6 1/2c and sellers later lifted their ideas to 7c.

COTTONSEED OIL.—Valley and Southeast crude were quoted on Wednesday at 6 1/2c nominal; Texas, 6 1/2c nominal at common points, and Dallas, 6 1/2c nominal.

Market transactions at New York:

Friday, May 13, 1938

Sales.	Range		Closing	
	High.	Low.	Bid.	Asked.
May .	62	844	830	844 a trad
June .	....	....	830 a nom	
July .	9	821	815	821 a 822
Aug. .	....	....	820 a nom	
Sept. .	5	811	809	810 a trad
Oct. .	18	802	796	801 a 02tr
Nov. .	....	....	800 a nom	
Dec. .	16	797	792	796 a trad

Saturday, May 14, 1938

May .	35	844	836	837 a 39tr
June .	....	....	830 a nom	
July .	5	821	815	815 a trad
Aug. .	....	....	815 a nom	

Sept. .	6	810	805	803 a 805
Oct. .	13	799	795	795 a trad
Nov. .	....	....	....	795 a nom
Dec. .	4	794	791	790 a 792

Monday, May 16, 1938

June .	....	....	....	815 a nom
July .	16	815	806	809 a 11tr
Aug. .	....	....	....	795 a Bid
Sept. .	13	803	795	798 a 00tr
Oct. .	19	791	785	787 a 88tr
Nov. .	....	....	....	785 a nom
Dec. .	33	790	780	784 a trad
Jan. .	11	784	780	783 a 84tr

Tuesday, May 17, 1938

June .	....	....	....	815 a nom
July .	5	814	808	814 a trad
Aug. .	....	....	....	795 a nom
Sept. .	7	800	793	800 a trad
Oct. .	14	787	784	787 a 789
Nov. .	....	....	....	785 a nom
Dec. .	9	784	778	784 a trad
Jan. .	6	783	779	783 a trad

Wednesday, May 18, 1938

June .	....	....	....	815 a nom
July .	14	824	819	819 a trad
Aug. .	....	....	....	805 a nom
Sept. .	21	809	802	804 a 03tr
Oct. .	9	795	793	793 a trad
Nov. .	....	....	....	790 a nom
Dec. .	6	792	789	789 a trad
Jan. .	14	797	787	788 a 790

Thursday, May 19, 1938

July .	....	814	814	814 a trad
Sept. .	....	798	796	795 a 98tr
Oct. .	....	789	789	786 a 88tr
Dec. .	....	784	784	780 a 82tr
Jan. .	....	....	....	781 a 783

Sales, 10 contracts.

(See page 38 for later markets.)

SOUTHERN MARKETS

New Orleans.

(Special Report to The National Provisioner.)

New Orleans, La., May 19, 1938.—Cotton oil futures were unchanged and crude, steady, at 6 1/2c lb., f.o.b., Valley; mills had light unsold stocks and offerings scarce. Bleachable firmly held. National Cottonseed Products Convention closed yesterday after electing T. J. Kidd, Birmingham, president, and re-electing all other officers. Indications are that oil prices may rule higher balance this and next season on account of large crop control reduction in cotton acreage.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, May 19, 1938.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipments, \$21.75. Prime cottonseed oil 6 1/2@6 1/2c.

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For eight months ended March 31, 1938 and 1937:

Exports:	1938.	1937.
Oil, crude, lbs.....	2,202,686	178,789
Oil, refined, lbs.....	4,337,600	1,531,083
Cake and meal, tons.....	82,881	4,004
Linters, running bales....	198,476	176,971

Imports:	1938.	1937.
Oil, crude, lbs.....	*42,912	14,554,259
Oil, refined, lbs.....	*28,208,849	86,262,322
Cake and meal, tons.....	3,531	18,446
Linters, bales.....	10,679	36,498

*Amounts for April not included above are 4,971,251 pounds refined "entered directly for consumption," 2,912,817 refined, "withdrawn from warehouse for consumption," and 1,340,689 refined, "entered directly into warehouse."

HULL OIL MARKETS

Hull, England, May 18, 1938.—Refined oil, 20s 6d. Egyptian crude cottonseed oil, 17s 6d.

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—While the movement reported so far this week has been only about 15,000 hides, 55,000 more hides moved late last week-end, making a total of about 70,000 for the period. The sales at the week-end were made by one packer and a sole leather tanner is credited with having made the purchase.

Prices are generally quoted steady but some April hides were included in this week's business at unchanged prices and, while packers generally are asking a premium for the April take-off, the general dullness of the market encourages buyers in their belief that April hides will be mixed with earlier take-off to assist in moving the late winter hides.

One packer sold 12,000 Dec. to Mar. native steers at the week-end at 9½c, steady, and more offered. Extreme light native steers are fairly closely sold up, with 9c last paid for April take-off and 9½@9¾c asked.

Sales at the week-end included 5,000 Dec. to Mar. butt branded steers at 9½c and 8,000 same dating Colorados at 9c, steady. One packer this week moved a few branded hides, thought to run well to Aprils, on private terms, generally thought to have been about 2,000 butt branded steers at 9½c, 3,000 Colorados at 9c, and 2,000 heavy Texas steers at 9½c. Light Texas steers last sold at 8½c and stocks comparatively light. Extreme light Texas steers quotable 8½c nom.

One lot of 5,000 Dec. to Mar. heavy native cows sold at week-end at 8½c; this figure had been asked earlier for winter hides but had been paid only in a limited way for a few Aprils. Around mid-week, one lot of 2,500 Nov. to Jan. heavy native cows sold at 8½c, and 3,500 Jan. to Mar. moved later at 8½c also. One packer sold 10,000 Dec. to Mar. inclusive light native cows at week-end at 8¾c, steady; also 15,000 same dating branded cows at 8¾c. Association moved 2,000 May branded cows at 8¾c, or ¼c up for dating, and is reported declining 9c for May light native cows, asking 9¾c.

Bulls offered at 7½c for native and 6½c for branded bulls.

Hide futures fluctuated within a narrow range but tending lower and are at present 18 points under last Friday's quotation.

OUTSIDE SMALL PACKER HIDES.—Buying interest appears to be lagging in the market on outside small packer all-weights. Sellers have ideas of at least 8½c for April natives, while tanners' ideas top usually at 8c, selected, Chgo. basis, for Aprils with some Mays included, and 7½@7¾c for January to March take-off, brands

being quoted at ½c less than this price.

PACIFIC COAST.—Sales of 7,000 Vernon small packer April hides were reported mid-week at 7½c for steers and 7c for cows, flat, f.o.b. Los Angeles; larger packers declined business this basis for April hides, asking a half-cent more on both descriptions.

FOREIGN WET SALTED HIDES.—South American market quiet, following a fair movement previous week. Last sale of standard steers was at 68 pesos, equal to 11½c, c.i.f. New York. One small lot of 1,200 Montevideo steers was reported early this week at 35.00 Uruguay gold, equal to 11.20. Later, 2,000 Anglo light steers sold at 59 pesos or 9¾c.

LATER: South American market lower with hides getting into winter quality; 4500 Sansinena steers, 24½ kilos, sold at 64 pesos, equal to 10½c c.i.f., New York.

COUNTRY HIDES.—Demand has been less active for country hides and buyers' ideas are generally lower. Sales of untrimmed all-weights were reported at 6¾c, selected, del'd Chicago; dealers' ideas generally top at 6½c, with 7c usually asked. Heavy steers and cows offered at 7c, selected. Buyers' ideas not over 7c for trimmed buff weights, although 7½c asked. Less interest in trimmed extremes at 8½c, selected, although salable around 8¾c for good stock. Bulls quoted around 5½c flat. All-weight branded hides quiet at 5¾@6c flat nom.

CALFSKINS.—Three packers are fairly well sold up to end of April, with last sales of northern heavy calf 9½/15 lb. at 16c, and Detroit, Cleveland and Evansville heavies 16½c; River point heavies sold at 15c, and lights under 9½ lb. at 15c; Milwaukee all-weights sold basis 15½c for packers and 14½c for cities. One packer offering small April production this basis, and some southern calf offered at 12c.

Buying interest appears very quiet on city calfskins. Last trading was at 12½c for both lights and heavies; lights are more plentiful than heavies and the 8/10 lb. are available at 12½c, while 13c is still asked for 10/15 lb., with the possibility that bids ½c less might be accepted at the moment. Outside cities, 8/15 lb., quoted around 12@12½c nom.; straight countries are quoted around 9½c nom.

KIPSKINS.—Packers are well sold up to end of April on kipskins, with last trading at 12½c for northern natives and 11½c for northern over-weights, southerns a cent less; a few branded kips are available around 9½c.

Bids of 10½c reported earlier for city kipskins are no longer in evidence; buying interest has been quiet and, while 10½c is still asked for moderate offer-

ings, intimated slightly lower bids would be acceptable. Outside cities around 10c nom.; straight countries 8@8½c flat nom.

Packers moved their April production of regular slunks last week at 70c and are well sold up.

HORSEHIDES.—Demand is rather limited for horsehides, due to the narrow outlet at present and slowness of garment leather. Good city renderers with manes and tails quoted usually \$2.70@2.80, selected, f.o.b. nearby points; ordinary trimmed renderers \$2.30@2.45, del'd Chicago, according to lot; mixed city and country lots around \$2.00, Chicago.

SHEEPSKINS.—Dry pelts slow and nominal at 10½@11c per lb., del'd Chicago. Packer shearlings steady at 50@55c for No. 1's, 35@40c for No. 2's, and 17½@20c for No. 3's or clips; fair demand and shearlings reported moving within this range of prices.

New York

PACKER HIDES.—One New York packer sold 2,500 Dec.-Jan. butt branded steers early this week at 9½c but declined this figure for April butt brands, and it was also declined in other directions. Unconfirmed reports of other quiet scattered trading on this basis for winter take-off.

CALFSKINS.—Market slightly easier on the light end, with heavy skins about steady. Car collectors' 5-7's sold at \$1.10, and car 7-9's at \$1.30, with the 9-12's quoted around \$2.25 nom. Packer 5-7's quoted around \$1.25 nom.; car 7-9's sold at \$1.65, or 10c up from last sale; car 9-12's moved at \$2.50.

HIDE MARKET AT CHICAGO

Board of Directors of Chicago Mercantile Exchange has voted to initiate trading in hide futures on June 13, according to an announcement made at a dinner meeting of exchange members with representatives of tanners, dealers and packer hide men at the Palmer House on May 19. Michael E. Fox, president of the exchange, presided. A committee was appointed to meet on May 25 at 2.00 p.m., in Room 30 of the Chicago Mercantile Exchange, to outline a form of contract to be used in futures trading.

Members of the committee are as follows: Chas. F. Becking, Hide & Leather; Michael Cudahy, Cudahy Bros. Co., Cudahy, Wis.; T. P. Gibbons, Cudahy Packing Co.; G. H. Elliott, of Geo. H. Elliott & Co.; Henry Eisendrath, J. S. Baché & Co.; Mr. Fitzgerald, H. Elkan & Co.; A. B. Lapham and Miss T. M. Burke, of Lapham Bros. & Co.; Sig Adler, Sig Adler & Co.; Mr. J. Mosser, American Oak Leather Co.; Thomas Behrendsen, Packers Hide Association; Simon Allen; Ben Gross, B. Gross & Co.; Ray Carlson, Pratt Bros., and Franklin Hobbs, Moore, McLean & McDermott.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 20, 1938, with comparisons:

PACKER HIDES.			
Week ended	Prev. week.	Cor. week.	
May 20.		1937.	
Hvy. nat. stra.	@ 9%	@ 9%	16 @16½
Hvy. Tex. stra.	@ 9%	@ 9%	16 @16½
Hvy. butt brnd'd stra.	@ 9%	@ 9%	16 @16½
Hvy. Col. stra.	@ 9	@ 9	@16n
Ex-light Tex. stra.	8½@ 8%	@ 8½	14% @15½
Brnd'd cows.	8½@ 8%	@ 8½	14% @15½
Hvy. nat. cows.	@ 8½	@ 8½	15 @15½
Lt. nat. cows. 8¾@ 9	8¾@ 9	15 @15½	15 @15½
Nat. bulls.	@ 7½	@ 7½	13 @13½
Brnd'd bulls.	@ 6½	@ 6½	12 @12½
Calfskins	15 @16	15 @16	24 @27
Kips, nat.	12½@ 12½	12½@ 12½	17½
Kips, ov-wt.	11½@ 11½	11½@ 11½	16
Kips, brnd'd.	9½@ 9½	9½@ 10n	15
Slunks, reg.	@ 70	@ 70	1.25ax
Slunks, hrs. 25 @30n	25 @30n	45 @50n	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	7¾@ 8½	7¾@ 8½	13½@ 14½
Branded	7½@ 7½	7½@ 8	13 @14
Nat. bulls.	6½@ 6½	6½@ 6½	11½
Brnd'd bulls.	6 @ 6	6 @ 6	10½
Calfskins	12½@ 12½	12½@ 12½	20½@ 23½
Kips	10 @10½	10½@ 10½	15½@ 16n
Slunks, reg.	60n	55 @60n	1.10@ 1.20n
Slunks, hrs. 20 @25n	20 @25n	35 @25n	35 @45n

COUNTRY HIDES.

Hvy. steers....	@ 7ax	7 @ 7½	11 @11½
Hvy. cows....	@ 7ax	7 @ 7½	11 @11½
Buffs	7 @ 7½	7 @ 7½	12½@ 12½
Extremes	8½@ 8½	8½@ 8½	13½
Bulls	5½@ 5½	5½@ 5½	9½@ 9½
Calfskins	9½@ 9½	9½@ 10	16 @16½
Kips	8 @ 8½	8 @ 8½	13½@ 14
Horsehides	2.00@ 2.70	4.50@ 5.50	

SHEEPSKINS.

Pkr. lambs....	.....	.....	.....
Sml. pkr. lambs....	.....	.....	.....
Pkr. shearlings. 50 @55	50 @55	1.35@ 1.40	
Dry pelts ... 10½@ 11	10½@ 11	22 @22½	

N. Y. HIDE FUTURE MARKETS

Saturday, May 14, 1938—Close: June 9.05@9.07; Sept. 9.38 sale; Dec. 9.70@9.73; Mar. 10.01 n; sales 57 lots. Closing 5 lower.

Monday, May 16, 1938—Close: June 8.88@8.91; Sept. 9.21; Dec. 9.53@9.55; Mar. 9.84 n; Sales 96 lots. Closing 17 lower.

Tuesday, May 17, 1938—Close: June 9.01@9.02; Sept. 9.33@9.34; Dec. 9.66; Mar. 9.96 n; sales 129 lots. Closing 12@13 higher.

Wednesday, May 18, 1938—Close: June 9.05@9.07; Sept. 9.38@9.39; Dec. 9.71; Mar. 10.01 n; sales 124 lots. Closing 4@5 higher.

Thursday, May 19, 1938—Close: June 8.92; Sept. 9.25@9.26; Dec. 9.57@9.58; Mar. 9.88 n; sales 165 lots. Closing 13@14 lower.

Friday, May 20, 1938—Close: June 8.72; Sept. 9.05@9.07; Dec. 9.35 b; Mar. 9.65 n; sales 145 lots. Closing 13@22 lower.

No session of hide futures market Sat., May 28th, and Mon., May 30th (Memorial Day).

Week Ending May 21, 1938

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were easier during latter part of week with larger hog arrivals and slow cash trade; there was quiet scattered liquidation in lard on weakness in grains. Hog top at Chicago on Friday was \$8.75.

Cottonseed Oil

Cotton oil was easier with lard and outside markets. Support was limited and cash trade quiet. Deliveries on May oil total 152 lots thus far.

Quotations on bleachable cottonseed oil at close of market on Friday were: July, 8.15@8.16; Sept. 7.95@7.96; Oct. 7.86@7.87; Dec., 7.79; Jan., 7.79@7.80. Sales 67 lots. Closing steady.

Tallow

Extra tallow quoted at 4½c lb., f.o.b.

Stearine

Stearine, 5½c, ex plants.

Friday's Lard Markets

New York, May 20, 1938.—Prices are for export. Lard, prime Western, 8.75 @8.85c; middle Western, 8.75@8.85c; city, 8½c; refined Continent, 8½c; South American, 9c; Brazil kegs, 9½c; shortening, 10½c in carlots.

Watch Wanted page for bargains.

Watch The Markets!

It's just as important to know the market when prices are high as when they are low. It is vital to know the market when prices are fluctuating up or down.

A car of product sold at 7½c under the market costs the seller \$37.50; at 7½c under he loses \$75.00; at 7½c under he loses \$150.00; at 1c under he loses \$300.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market prices on each of the full trading days of the week.

For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

BRITISH PROVISION MARKETS

Liverpool, May 20, 1938.—Provision market in general steady but firm; fair demand for A.C. hams; demand for lard improving.

Friday's prices were: Hams, American cut, 91s; ham, long cut, exhausted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 65s, Wiltshires, unquoted; Cumberrals, 69s; Canadian Wiltshires, 84s; Canadian Cumberlands, 81s; spot lard, 47s.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended May 14, 1938, were 4,249,000 lbs.; previous week, 6,036,000 lbs.; same week last year, 3,694,000 lbs.; from January 1 to May 14 this year, 88,829,000 lbs.; for the same period one year ago, 111,448,000 lbs.

Shipments of hides from Chicago for the week ended May 14, 1938, were 4,094,000 lbs.; previous week, 3,445,000 lbs.; same week last year 5,991,000 lbs.; from January 1 to May 14 this year, 82,168,000 lbs.; same period a year ago, 106,651,000 lbs.

LITHUANIAN EXPORT PLANS

Expansion of meat exports to the United States is being planned by Maistas, meat packing and export organization controlled by the government of Lithuania, according to the U. S. Department of Commerce. It is reported that Maistas will increase its purchases in the United States, the organization being a large consumer of sheet tin used in manufacture of cans. Lithuanian exports of fresh frozen pork cuts to the United States have averaged about 70,000 lbs. per week during the past two months.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to May 19, 1938: To the United Kingdom, 151,632 quarters; to the Continent, 49,137. Last week to the United Kingdom, 135,914 quarters; to the Continent, 1,519.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended May 20, 1938, totaled 50 bbls. pork, 1,474,037 lbs. of lard and 64,500 lbs. of bacon.

LIVE STOCK MARKETS

WEEKLY REVIEW

Expect Firm Hog Prices

LITTLE further weakness in hog prices is expected during the early summer in view of the probable small seasonal increase in hog marketings, the small storage stocks of pork and lard now on hand, and the drop in prices that has occurred since early March. With a seasonal reduction in hog slaughter in late summer, the Bureau of Agricultural Economics says some advance in prices probably will occur. But this rise in prices will be limited by continued weak consumer demand for meats.

Slaughter supplies of hogs during the summer season (May through September) will be considerably larger than those of last summer. This increase, however, will be offset to a considerable extent by the decrease in stocks of pork and lard now in storage compared with a year earlier.

The 1938 spring pig crop probably was somewhat larger than that of 1937. Supplies of feed have been abundant during the past winter, and the hog-corn price ratio has been very favorable for an expansion in hog production. If crop conditions continue favorable, a considerable increase in the 1938 fall pig crop over that of last year is expected. Larger pig crops in 1938 will mean larger marketings of hogs in the year beginning next October than in the present marketing year, which ends September 30.

Hog prices declined almost steadily from early March to early May, and prices in the first half of May were lower than at any time since January. The drop in prices during the past two months, amounting to about \$1.50 per 100 pounds, apparently resulted from further weakness in consumer demand for meats, since marketings decreased during the period. Prices strengthened slightly, however, during the second week of May.

CANADIAN LIVESTOCK PRICES

STEERS.

Top Prices	Week ended	Last week.	Same week.
	May 12.	1937.	1937.
Toronto	\$7.25	\$7.00	\$8.50
Montreal	7.25	7.10	8.50
Winnipeg	7.00	6.75	8.00
Calgary	6.25	5.75	8.25
Edmonton	6.25	5.75	8.00
Prince Albert	5.50	5.50	6.75
Moose Jaw	6.00	6.00	7.50
Saskatoon	6.00	5.75	7.00

VEAL CALVES.

Toronto	\$9.00	\$9.25	\$9.25
Montreal	7.50	7.00	7.00
Winnipeg	7.00	8.00	7.00
Calgary	7.00	7.50	8.50
Edmonton	6.00	6.00	8.00
Prince Albert	5.00	4.00	5.50
Moose Jaw	6.00	6.00	6.25
Saskatoon	7.00	7.00	6.50

SELECT BACON HOGS.

Toronto	\$10.00	\$10.25	\$8.75
Montreal (1)	10.50	10.50	9.25
Winnipeg (1)	9.75	10.00	8.25
Calgary	9.65	9.60	7.85
Edmonton	9.65	9.65	8.00
Prince Albert	9.75	9.90	8.00
Moose Jaw	9.00	10.00	8.10
Saskatoon	9.50	9.90	8.00

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

Toronto	\$11.00	\$10.50	\$11.00
Montreal	\$10.00	8.00	8.00
Winnipeg	9.00	8.50	11.00
Calgary	8.00	6.25	8.00
Edmonton	8.00	8.00	9.00
Prince Albert	6.00	—	—
Moose Jaw	5.50	5.75	6.50
Saskatoon	10.00	7.00	9.00

Spring lambs \$5.00-\$11.00 each.

Spring lambs \$6.00-\$10.00 each.

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., May 19, 1938.—At 20 concentration points and 10 packing plants in Iowa and Minnesota, receipts for the first four days of the week were slightly less than for the same days last week, but about sixty per cent larger than corresponding period a year ago. Undertone was fairly active most of the week. Market was mostly 20@25c higher than the preceding Saturday, with spots on sows up 30c. Current prices, good and choice, 108-220-lb.,

\$7.90@8.05; strictly choice to \$8.15; 220-250-lb., \$7.80@7.95; 250-270-lb., \$7.70@7.85; 270-290-lb., \$7.60@7.75; 290-350-lb., \$7.30@7.60; 160-180-lb., \$7.70@7.95; sows 350-lb. down, \$7.00@7.20; 350-550-lb. averages, \$6.70@7.05.

Receipts week ended May 19:

	This week.	Last week.
Friday, May 13	13,700	15,300
Saturday, May 14	10,500	22,600
Monday, May 16	28,300	26,300
Tuesday, May 17	—	17,100
Wednesday, May 18	15,700	19,300
Thursday, May 19	22,500	15,500

RECEIPTS AT CHIEF CENTERS

Week ended May 14, 1938:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended May 14	163,000	292,000	344,000
Previous week	169,000	266,000	339,000
1937	180,000	266,000	315,000
1936	167,000	305,000	257,000
1935	175,000	232,000	284,000

At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended May 14	—	237,000	—
Previous week	—	233,000	—
1937	—	193,000	—
1936	—	238,000	—
1935	—	193,000	—
1934	—	428,000	—
1933	—	391,000	—
1932	—	433,000	—

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended May 14	116,000	180,000	199,000
Previous week	113,000	203,000	172,000
1937	—	160,000	160,000
1936	—	108,000	142,000
1935	—	123,000	159,000
1934	—	157,000	121,000
1933	—	132,000	204,000
1932	—	115,000	360,000

PACIFIC COAST LIVESTOCK

Receipts five days ended May 13:

Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,846	1,363	1,820
San Francisco	1,35	35	1,580
Portland	2,375	300	3,875
DIRECTS—Los Angeles: Cattle, 2 cars; calves, 2 head; hogs, 116 cars; sheep, 41 cars. San Francisco: Cattle, 485 head; calves, 45 head; hogs, 1,145 head; sheep, 3,140 head. Portland: Hogs, 1,214 head.			



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LIVESTOCK AT 68 MARKETS

Movement during April, 1938.

	CATTLE.	Local	Ship-
	Receipts.	slaughter.	ments.
April, 1938	964,849	574,209	386,301
April, 1937	1,052,343	647,114	398,962

April av. 5 yrs.... 1,024,250 629,129 381,897

CALVES.

April, 1938	537,314	345,579	189,212
April, 1937	581,644	410,533	169,092
April av. 5 yrs....	540,688	380,942	158,597

HOGS.

April, 1938	1,729,290	1,205,668	517,203
April, 1937	2,035,889	1,448,246	580,175
April av. 5 yrs....	2,206,539	1,575,047	628,227

SHEEP AND LAMBS.

April, 1938	1,937,636	1,079,149	853,235
April, 1937	1,881,965	1,052,124	830,259
April av. 5 yrs....	1,943,981	1,074,812	867,716

CALIF. INSPECTED SLAUGHTER

State-inspected kill for April:

	Number.
Cattle	57,043
Calves	33,797
Hogs	61,482
Sheep	125,807

Meat food products produced:

	Lbs.
Sausage	2,740,735
Pork and beef	1,988,736
Lard and lard substitutes	1,203,789
Chili	3,520
Total	5,936,780

LIVESTOCK BY TRUCK

Truck receipts of livestock at 13 large markets during April and for the first four months of 1938, with comparisons, follows:

	Apr., 1938.	4 mos. 1938.	4 mos. 1937.
Cattle	424,770	1,808,598	1,770,064
Calves	182,439	716,975	840,460
Hogs	759,520	3,768,884	3,856,274
Sheep	280,091	1,105,525	1,144,997

U. S. INSPECTED HOG KILL

At 8 points for the week ended May 13, 1938:

	Week ended May 13.	Prev. week.	Cor. week.
Chicago	72,253	78,181	55,691
Kansas City, Kansas	18,550	21,015	14,134
Omaha	18,271	17,657	16,351
St. Louis & East St. Louis	50,669	51,281	36,006
Sioux City	10,062	9,460	9,675
St. Paul	10,990	11,164	7,035
N. Y., Newark and J. C.	26,116	22,816	23,809
Total	44,104	42,076	37,904

Total 252,105 253,734 201,301

MAY HOG KILL LARGER

Hog slaughter under federal inspection at the eight principal points totaled 505,839 head for the first two weeks in May, compared with 432,593 head in the like period of May, 1937, an increase of 73,246 head over a year ago. During this period hogs at Chicago, Omaha, St. Louis and St. Paul were running considerably heavier than a year ago, while those at Kansas City were lighter.

Week Ending May 21, 1938

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, May 19, 1938, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

BARROWS AND GILTS:

Good-choice:	140-160 lbs.	8.15@ 8.50	\$ 8.15@ 8.40	\$ 7.90@ 8.10	\$ 8.00@ 8.25	\$ 8.30@ 8.40
	160-180 lbs.	8.35@ 8.60	8.30@ 8.40	8.00@ 8.15	8.05@ 8.25	8.30@ 8.40
	180-200 lbs.	8.40@ 8.60	8.30@ 8.40	8.10@ 8.20	8.15@ 8.25	8.30@ 8.40
	200-220 lbs.	8.40@ 8.60	8.30@ 8.40	8.10@ 8.20	8.15@ 8.25	8.25@ 8.35
	220-250 lbs.	8.40@ 8.60	8.25@ 8.40	8.00@ 8.20	8.10@ 8.25	8.15@ 8.30
	250-290 lbs.	8.25@ 8.50	8.00@ 8.35	7.80@ 8.10	7.90@ 8.20	7.85@ 8.20
	290-350 lbs.	8.10@ 8.35	7.85@ 8.10	7.50@ 7.90	7.75@ 8.05	7.65@ 7.90

MEDIUM:

140-160 lbs.	7.60@ 8.15	7.75@ 8.25	7.65@ 7.90	7.90@ 8.30
160-180 lbs.	7.75@ 8.25	7.85@ 8.25	7.75@ 8.00	7.90@ 8.30
180-200 lbs.	7.85@ 8.40	7.85@ 8.25	7.85@ 8.10	7.90@ 8.30

PACKING SOWS:

Good:	275-350 lbs.	7.60@ 7.75	7.30@ 7.50	7.15@ 7.35	7.25@ 7.50	7.40@ 7.50
	350-425 lbs.	7.50@ 7.70	7.20@ 7.40	7.15@ 7.35	7.15@ 7.35	7.40@ 7.50
	425-550 lbs.	7.25@ 7.60	7.10@ 7.35	7.00@ 7.25	7.00@ 7.25	7.30@ 7.40

MEDIUM, 275-550 lbs.

7.00@ 7.60	6.75@ 7.30	6.50@ 7.00	6.25@ 7.00	6.50@ 7.00
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SLAUGHTER PIGS:

Good-choice, 100-140 lbs.	8.00@ 8.40	8.00@ 8.20	-----	-----	8.25@ 8.75
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Medium, 100-140 lbs.

7.00@ 8.15	7.40@ 8.00	-----	-----	-----
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Slaughter Cattle, Calves and Vealers:

STEERS, choice:

750-900 lbs.	9.00@ 9.75	9.00@ 9.75	8.50@ 9.25	9.00@ 9.75	8.60@ 9.35
900-1100 lbs.	9.25@ 10.00	9.00@ 10.00	8.75@ 9.50	9.15@ 9.85	8.75@ 9.50
1100-1300 lbs.	9.50@ 10.25	9.25@ 10.00	9.00@ 9.85	9.25@ 10.00	9.00@ 9.75
1300-1500 lbs.	9.50@ 10.25	9.25@ 10.00	9.25@ 9.90	9.25@ 10.00	9.00@ 9.75

STEERS, good:

750-900 lbs.	8.25@ 8.25	8.00@ 8.25	8.75@ 8.50	8.85@ 8.75	8.75@ 8.75
900-1100 lbs.	8.50@ 8.50	8.25@ 8.50	8.25@ 8.50	8.15@ 8.25	8.00@ 8.00
1100-1300 lbs.	8.50@ 8.50	8.25@ 8.50	8.25@ 8.50	8.35@ 8.25	8.10@ 8.15

STEERS, medium:

750-900 lbs.	7.50@ 7.50	7.25@ 8.50	7.25@ 8.25	7.00@ 8.35	7.25@ 8.10
900-1100 lbs.	7.90@ 8.65	7.25@ 8.50	7.75@ 8.50	7.50@ 8.35	7.50@ 8.25

STEERS, common:

750-900 lbs.	7.00@ 7.90	6.75@ 7.25	6.50@ 7.75	6.00@ 7.50	6.50@ 7.50
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STEERS, medium:

750-900 lbs.	6.25@ 7.00	6.00@ 6.50	6.00@ 6.50	5.75@ 6.50	6.15@ 6.75
900-1100 lbs.	6.25@ 7.00	6.00@ 6.50	6.00@ 6.50	5.75@ 6.50	6.15@ 6.75
1100-1300 lbs.	6.25@ 7.00	6.00@ 6.50	6.00@ 6.50	5.75@ 6.50	6.15@ 6.75

COWS, all weights:

Choice	7.50@ 8.00	7.00@ 7.50	7.00@ 7.50	6.50@ 7.00	6.50@ 7.25
Good	7.00@ 7.50	6.50@ 7.00	6.50@ 7.00	6.00@ 6.50	6.00@ 6.75
Medium	6.25@ 7.00	6.00@ 6.50	6.00@ 6.50	5.75@ 6.00	5.75@ 6.25
Common	5.75@ 6.25	5.50@ 6.00	5.50@ 6.00	5.25@ 5.75	5.65@ 6.15
Low cutter and cutter	4.25@ 5.75	4.25@ 5.50	4.25@ 5.50	4.00@ 5.25	4.00@ 5.65

BULLS, yearlings excluded:

All weights:

Good	6.75@ 7.50	6.00@ 7.50	6.50@ 7.00	6.65@ 7.00	6.60@ 7.15
Medium	6.25@ 7.00	5.75@ 6.50	6.00@ 6.50	5.75@ 6.50	6.15@ 6.85
Cutter and common	5.75@ 6.50	5.00@ 6.25	5.75@ 6.25	5.50@ 6.25	5.50@ 6.25

VEALERS (all weights):

Choice	9.00@ 10.00	9.
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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 14, 1938, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Company	5,702	1,378	24,792
Swift & Company	2,646	1,888	7,011
Wilson & Co.	4,614	1,887	6,936
G. H. Hammond Co.	2,392	.....	.....
Shippers	11,495	5,275	6,564
Others	9,463	23,435	9,409
Brennan Packing Co., 307 hogs; Western Packing Co., Inc., 1,300 hogs; Agar Packing Co., 4,243 hogs;			
Total: 36,420 cattle; 6,376 calves; 65,433 hogs; 54,712 sheep.			
Including 108 cattle, 254 calves, 25,711 hogs and 21,788 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,775	875	1,303	9,960
Cudahy Pkg. Co.	1,084	604	777	7,025
Swift & Company	1,374	651	1,175	8,031
Wilson & Co.	1,044	424	832	6,399
Indep. Pkg. Co.	.....	.....	226	.....
M. Kornblum Pkg. Co.	909	.....	.....	.....
Others	2,917	263	1,019	12,111
Total	10,103	2,817	5,332	43,526
Not including 13,701 hogs bought direct.				

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Company	4,486	3,061	6,860
Cudahy Pkg. Co.	3,864	2,066	5,823
Swift & Company	4,267	1,465	5,030
Others	11,854	11,788	.....

Cattle and calves: Dold Pkg. Co., 16; Eagle Pkg. Co., 37; Greater Omaha Pkg. Co., 113; Geo. Hoffman, 57; Lewis Pkg. Co., 857; Nebraska Beef Co., 426; Omaha Pkg. Co., 132; John Roth & Son, 134; South Omaha Pkg. Co., 129; Hormel Pkg. Co., 102; Lincoln Pkg. Co., 289; Wilson & Co., 1,108.

Total: 16,017 cattle and calves: 18,446 hogs, 29,507 sheep.

Not including 5,303 hogs and 4,730 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,143	2,087	5,874	7,716
Swift & Company	1,968	2,295	3,101	12,768
Hunter Pkg. Co.	1,256	722	4,140	149
Hill Pkg. Co.	.....	.....	2,251	.....
Krey Pkg. Co.	.....	.....	2,511	.....
Laclede Pkg. Co.	.....	.....	2,101	.....
Sieloff Pkg. Co.	.....	.....	1,588	.....
Shippers	3,647	2,899	12,243	3,407
Others	2,843	655	1,245	1,419
Total	11,857	8,658	35,863	25,459
Not including 1,480 cattle, 5,618 calves, 27,901 hogs, and 5,902 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	1,438	526	4,890	8,144
Armour and Company	1,399	608	4,180	4,919
Others	1,297	55	313	.....
Total	4,134	1,189	9,383	13,063
Not including 1,218 hogs and 2,693 sheep bought direct.				

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,347	110	3,015	2,353
Armour and Company	2,508	76	3,004	1,856
Swift & Company	2,351	97	1,866	2,485
Shippers	3,988	15	3,277	2
Others	273	23	59	3
Total	11,467	321	11,221	6,699

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,853	897	2,043	1,852
Wilson & Co.	1,440	967	1,904	1,954
Others	297	10	728	.....

Total: 3,590 cattle, 1,883 calves, 4,675 hogs, 3,806 Not including 89 cattle and 1,181 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	913	599	1,302	7,236
Dold Pkg. Co.	620	147	987	.....
Dunn-Ostertag	123	.....	.....	.....
Fred W. Dold	124	.....	510	31
Sunflower Pkg. Co.	40	.....	152	4
Pioneer Cattle Co.	46	.....	.....	.....
Rose Pkg. Co.	255	.....	.....	.....
Keefe Pkg. Co.	207	.....	.....	.....
Total	2,328	716	2,951	7,271
Not including 35 cattle and 1,004 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,309	133	872	16,975
Swift & Company	978	64	1,224	17,157
Cudahy Pkg. Co.	918	93	877	1,377
Others	2,069	315	1,178	17,368
Total	5,274	605	4,151	52,877

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,353	967	1,621	18,139
Swift & Company	2,556	1,040	1,364	18,200
City Pkg. Co.	173	77	472	5
Blue Bonnet Pkg. Co.	122	61	180	.....
H. Rosenthal Pkg. Co.	94	17	23	7
Total	5,298	2,162	3,670	36,411

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,186	2,966	7,641	738
Cudahy Pkg. Co.	1,375	1,229	1,766	.....
Swift & Company	4,532	4,195	9,144	2,557
M. Rikfin & Sons	518	41	41	.....
United Pkg. Co.	2,286	600	.....	.....
J. T. McMillan Co.	2,731	1,075	.....	.....
Others	.....	.....	.....	.....
Total	14,228	10,396	16,785	3,471

Not including 145 cattle, 204 calves, 2,850 hogs and 1,949 sheep bought direct.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,814	4,911	6,192	1,081
Armour and Company	711	2,459	.....	.....
MIL.	71	.....	.....	.....
Armour and Company	21	19	74	.....
Shipper	162	251	57	105
Others	881	1,018	.....	.....
Total	3,638	8,407	6,323	1,188

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,493	708	15,000	2,435
Armour and Company	697	251	2,339	.....
Hilgendorf Bros.	8	.....	768	.....
Stumpf Bros.	.....	.....	135	.....
Meier Pkg. Co.	81	9	318	.....
Stark & Wetzel	146	29	344	.....
Wabnitz and Detmers	23	112	260	40
Maass Hartman Co.	40	14	.....	.....
Shipper	3,345	2,339	20,587	2,245
Others	725	123	468	343
Total	8,585	3,585	40,281	5,063

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	32	.....	455	.....
E. Kahn's Sons Co.	598	535	9,145	1,585
Lohrey Packing Co.	1	.....	262	.....
H. M. Miller Co.	1	.....	4,080	.....
J. Schlachter's Sons	114	.....	65	.....
J. F. Stegner P. Co.	27	.....	2,880	.....
J. F. Stegner Co.	291	335	.....	.....
Shipper	364	21	1,281	.....
Others	1,435	818	748	588
Total	2,834	2,195	19,305	2,693

Not including 1,200 cattle, 30 calves, 2,019 hogs and 5,198 sheep bought direct.

RECAPITULATION.

CATTLE.

Week ended	Cor.	Prev. week.
May 14.	31,731	31,731
May 15.	12,754	13,903
May 16.	11,507	11,507
May 17.	11,162	13,548
May 18.	12,808	17,079
May 19.	4,102	4,782
May 20.	9,042	5,754
May 21.	3,591	4,351
May 22.	1,863	2,502
May 23.	4,387	5,386
May 24.	1,801	1,046
May 25.	6,323	4,497
May 26.	7,646	8,304
May 27.	6,558	6,346
May 28.	5,700	6,031
May 29.	12,111	244
May 30.	132,100	232
May 31.	122,608	249
Total	243,819	218,372
	212,604	212,604

HOGS.

Chicago	Kansas City
54,433†	43,065
5,332	4,648
18,446	17,104
35,865	40,948
11,221	11,229
2,076	2,444
4,131	5,022
16,785	16,853
6,323	7,049
40,281	29,656
19,305	18,753
5,298	4,137
Total	5,372

*Cattle and calves.

Omaha

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended May 14, 1938.

CATTLE.

	Week ended	Cor.	STEERS, carcass
	May 14.	week.	
Chicago	24,925	20,491	23,572
Kansas City	12,920	14,128	18,448
Omaha*	14,998	12,210	13,480
East St. Louis	8,210	7,158	17,515
St. Joseph	4,628	4,475	5,514
Sioux City	1,785	6,133	4,932
Wichita	3,479	6,072	4,083
Fort Worth	5,298	4,137	11,290
Philadelphia	1,985	1,860	1,909
Indianapolis	1,688	1,626	1,314
New York & Jersey City	9,194	9,201	7,903
Oklahoma City	5,562	5,281	7,113
Cincinnati	3,885	3,544	3,330
Denver	4,582	3,955	3,830
St. Paul	11,497	8,476	9,044
Milwaukee	3,414	3,405	3,560
Total	123,650	110,199	136,288

*Cattle and calves.

HOGS.

	Week ending	Prev. week.	MUTTON, carcass
	May 14.	1937.	
Chicago	72,258	78,181	55,691
Kansas City	18,550	21,015	14,134
Omaha	18,271	17,657	36,000
East St. Louis	50,669	51,281	23,042
St. Joseph	12,090	11,164	7,625
Sioux City	10,052	9,539	9,578
Wichita	3,955	3,757	3,924
Fort Worth	3,670	4,063	5,723
Philadelphia	14,430	15,256	15,684
Indianapolis	15,478	11,213	5,247
New York & Jersey City	45,596	42,076	38,642
Oklahoma City	17,784	18,262	11,869
Cincinnati	4,258	4,031	4,339
Denver	26,116	22,816	23,809
St. Paul	6,277	7,935	8,252
Total	325,305	322,367	267,979

SHEEP.

	Week ending	Prev. week.	CATTLE, head
	May 14.	1937.	
Chicago	48,148	43,322	34,848
Kansas City	43,526	34,973	45,892
Omaha	22,338	22,393	19,207
East St. Louis	22,052	8,949	17,478
St. Joseph	15,736	20,650	12,616
Sioux City	6,097	4,854	4,390
Wichita	2,711	8,039	10,717
Fort Worth	36,411	61,173	56,763
Philadelphia	4,111	4,543	2,970
Indianapolis	3,098	3,663	1,198
New York & Jersey City	61,895	74,042	49,329
Oklahoma City	3,806	5,197	7,146
Cincinnati	7,602	4,350	1,094
Denver	7,167	10,328	6,532
St. Paul	3,471	3,610	2,964
Milwaukee	1,188	830	791
Total	294,627	311,735	273,895

EARLY LAMB OUTLOOK

Marketings of early lambs in May and June are expected to be heavy from nearly all early lamb areas, and the increase may be sufficient to balance shortage in grass fat lambs and yearlings from Texas, the U. S. Bureau of Agricultural Economics states in its May 1 report on the early lamb situation. Weather and feed conditions continued unusually favorable for early lamb development, the bureau stating that the season has been one of the most favorable of record for spring lambs.

FED CATTLE PLENTIFUL

Percentage of good and choice steers in the cattle run at Chicago continues high, choice and prime steers constituting 28.1 per cent of the steer run during the week ended May 14. Good steers made up 53.4 per cent of the steer run, mediums 17.2 per cent and plain steers 1.3 per cent. In the same week of 1937 choice and prime steers constituted only 4.9 per cent of the steer run, good 65.9 per cent, medium 23.2 and plain 6 per cent.

Week Ending May 21, 1938

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
Week ending May 14, 1938.....	8,316	2,365	2,475
Week previous	8,319	2,548	2,532
Same week year ago.....	9,764	2,329	2,158
Week ending May 14, 1938.....	1,118	1,125	2,467
Week previous	994%	1,121	2,256
Same week year ago.....	1,739%	1,377	2,613
Week ending May 14, 1938.....	231	651	10
Week previous	197	576	43
Same week year ago.....	318	498	29
Week ending May 14, 1938.....	10,819	2,142	1,033
Week previous	14,183	2,256	904
Same week year ago.....	17,574	2,675	1,009
Week ending May 14, 1938.....	40,945	18,400	16,697
Week previous	35,206	17,538	14,834
Same week year ago.....	39,751	14,154	14,384
Week ending May 14, 1938.....	2,706	510	1,528
Week previous	2,229	477	1,251
Same week year ago.....	4,033	737	623
Week ending May 14, 1938.....	1,904,460	367,770	160,966
Week previous	1,404,335	308,730	238,319
Same week year ago.....	1,564,733	296,803	307,270
Week ending May 14, 1938.....	353,333	.....	.....
Week previous	299,010	.....	.....
Same week year ago.....	438,748	.....	.....

LOCAL SLAUGHTERS.

	Week ending May 14, 1938.....	1,985	.....
Week previous	9,201	1,860	.....
Same week year ago.....	7,903	1,909	.....
Week ending May 14, 1938.....	13,374	3,154	.....
Week previous	14,522	2,422	.....
Same week year ago.....	13,575	3,266	.....
Week ending May 14, 1938.....	45,596	14,430	.....
Week previous	39,476	15,256	.....
Same week year ago.....	38,642	15,684	.....
Week ending May 14, 1938.....	61,895	4,111	.....
Week previous	74,642	4,543	.....
Same week year ago.....	49,329	2,970	.....

CALIFORNIA A LAMB STATE

California slaughters approximately 2,500,000 of the 18,000,000 lambs slaughtered in the United States annually and consumes 12 per cent of the total production of lamb although the state has only 5 per cent of the nation's population, says J. A. McNaughton of the Los Angeles Stock Yards. At the same time the state ships annually about 500,000 spring lambs to the Middle West and the Atlantic Coast, where their high quality makes them in good demand.

FEWER CATTLE TO FEEDLOTS

High prices for plain cattle was reflected in the movement of feeders and stockers from the twelve principal markets during the first week of May, which totaled 19,586 head. This compares with 20,932 head in the same time a year ago and 22,032 head in the first week of May two years ago. Competition of killers for plain cattle has resulted in strong prices for these classes.

CANADIAN INSPECTED KILL

	Mar., 1938.	Mar., 1937.
Cattle	68,854	68,202
Calves	61,144	55,138
Hogs	299,814	357,883
Sheep	900,424	1,043,650

STOCKERS AND FEEDERS

Stocker and feeder shipments from 12 principal markets in April:

	Cattle and calves, No.	Hogs, No.	Sheep, No.
April, 1938	102,927	9,917	42,020
March, 1938	156,073	13,649	56,365
April, 1937	99,581	13,614	49,197

NEW YORK LIVESTOCK

Receipts week ended May 14:

	Cattle	Calves	Hogs	Sheep
Jersey City	4,081	7,664	4,346	36,904
Central Union	1,796	1,878	.....	8,722
New York	125	3,250	17,018	3,785
Total	6,002	12,802	21,364	49,501
Last week	7,409	15,058	22,259	56,417
Two weeks ago	6,639	14,188	21,787	62,088

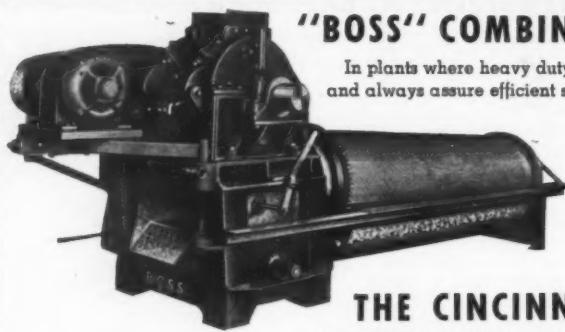
APRIL BUFFALO LIVESTOCK

April movement at Buffalo, N. Y.:

	Cattle	Calves	Hogs	Sheep
Receipts	11,629	24,193	17,351	64,435
Shipments	3,614	16,635	7,745	47,474
Local slaughter	7,690	7,601	9,827	16,584

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 27,447 cattle, 4,355 calves, 30,540 hogs and 16,227 sheep.



"BOSS" COMBINATION SHREDDER and WASHER

In plants where heavy duty requires sturdy equipment that will withstand hardest usage and always assure efficient service, this outfit proves itself to meet all conditions.

Hashing materials and washing them are essential for obtaining best results from cooking operation and highest prices for finished products.

Install the "BOSS" if you want
Best Of Satisfactory Service

THE CINCINNATI BUTCHERS' SUPPLY CORP.

General Office: 2145 Central Parkway, Cincinnati, Ohio
Factory: 1972-2008 Central Ave., Cincinnati, Ohio

824 Exchange Ave., U. S. Yards, Chicago, Ill.

Jiffy CURING TABLETS

"If you can count—you can't go wrong." New, fast-dissolving tablets for curing meat . . . just another of STANGE'S exclusive products! No chance for error . . . you simply count. One tablet to every 50 pounds of meat. Write for samples.

WM. J. STANGE CO.
2536-40 W. MONROE ST., CHICAGO

Western Branches: 923 E. 3rd St., Los Angeles; 1920 Sometime St., San Francisco. In Canada J. H. Stafford Industries, Ltd., 24 Hayter St., Toronto, Ont.



The MODERN METHOD of TRUCK COOLING

Operates on forced-circulation principle; insures positive absence of hot spots in body. Operates off truck battery. Economical to use; highly efficient. Now being used by leading packers. Four sizes fill all needs.

Write for details!

THEURER WAGON WORKS, Inc. New York, N. Y.
Builders of Commercial Insulated and Refrigerated Bodies North Bergen, N. J.

F.C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

BROKER PACKINGHOUSE PRODUCTS

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

Up and Down in MEAT TRADE

Meat Packing 40 Years Ago

(From The National Provisioner, May 21, 1898.)

Hogs received at Chicago during the week ended May 14 were the lightest in four years, averaging 217 lbs.

From the beginning of the war with Spain up to May 14, 1898, the United States government purchased from Chicago packers over 3,500,000 lbs. of bacon at prices ranging from 6½@7½c per lb.; 50,000 lbs. of pork at prices ranging from 5½@5¾c per lb.; and over 2,000,000 cans of roast and corn beef. Bulk of product was supplied by Armour, Swift, International and Libby McNeill.

Exporting Chicago packers sent protest to the United States Senate finance committee regarding tariff imposed by France on lard and sausage imported from the United States. Duty on lard equaled about 36½ per cent ad valorem and that on sausage 58½ per cent ad valorem. Packers participating in the protest included Armour, Hately, Boyd Lunham, Swift, Anglo, Morris and Libby McNeill. Retaliatory measures were asked.

United States Supreme Court declared unconstitutional the Pennsylvania and New Hampshire laws prohibiting the sale of oleomargarine in those states. The New Hampshire law, which required that the product be colored pink if it were sold in the state, was regarded by the court as an unwarranted interference with interstate commerce, while the Pennsylvania law was called a violation of interstate commerce.

New Orleans was reported to have the best system of meat inspection of any city in the country.

Schenck & Son, Fulton, W. Va., made extensive improvements to its plant, doubling lard production capacity and extending other departments.

Armour and Company opened a new branch house in Zanesville, Ohio.

Meat Packing 25 Years Ago

(From The National Provisioner, May 24, 1913.)

Pennsylvania legislature enacted a cold storage law which required all articles of food stored to show the date of entry and withdrawal. Maximum storage periods for beef carcasses, 4 months; pork, sheep and lamb carcasses, 6 months; veal, 3 months; butter, 9 months; eggs, 8 months.

First shipment of Australian beef ever made to the United States was received in California. It was frozen and consisted of approximately 100,000 lbs.

R. W. Oake purchased the Schmauss interest in the Oake Packing Co., formerly Schmauss Company, Rockford, Ill.

F. G. Vogt & Sons, Camden, N. J., incorporated with capital stock of \$150,000, to do a general packing business, with F. G. Vogt, president, and C. H. Vogt, vice-president.

Fowler Packing Co., Kansas City, paid \$25,000 for the land along the Missouri river near Kaw point which had been in litigation for more than 30 years.

Ogden Packing & Provision Co., Ogden, Utah, opened a branch house in Salt Lake City.

H. C. McDowell, manager of the provision department of the National Packing Co. in New York, and later in charge of the provision interests of Swift & Company in part of the New York territory, was transferred to the Swift general offices in Chicago.

Chicago News of Today

Economics of the packing industry were clearly outlined to a large group of business men from Chicago and other Illinois cities by Oscar G. Mayer, presi-

dent, Oscar Mayer & Co., and president of the Chicago Association of Commerce, at a meeting sponsored by the Illinois Relations Committee of the association on May 19. Mr. Mayer gave them a picture of the packing industry and its relation to both producer and consumer which many of them never had before.

J. C. Wood has returned to his activities on the Chicago Board of Trade after several week's absence due to illness.

J. C. Mellon, well known rendering expert with the French Oil Mill Machinery Co., visited in Chicago during the week.

Thomas E. Wilson, chairman of the board, Wilson & Co., was presented with the silver buffalo award of the Boy Scouts of America at its 28th annual council meeting in Cleveland, O., last week. This award was given for "distinguished service to boyhood" in connection with the work of the 4-H Clubs of America, of which Mr. Wilson was a founder and of which he has been chairman since its inception. The award was accepted in his absence by president Edward Wilson of Wilson & Co.

R. A. Carrier, Agar Packing & Provision Co., was elected to the board of directors of the Chicago Association of Credit Men for a two-year term at the



MEAT TAKES TO THE AIR

One of the first shipments of meat by air from the Chicago Stockyards was made when several loins of prime beef were sent by Armour and Company to Grover Whalen, president of the New York World's Fair. Steaks cut from the loins were served at a luncheon to newspaper editors and writers.

**OF COURSE—YOU CAN ALWAYS USE
THE OLD, WORN-OUT BEEF SHROUDS**



But what's the sense in buying old-fashioned, quick-ripping shrouds in the first place when it's for more economical to use TUFEEDGE Beef Cloths. TUFEEDGE is not a make-shift product—TUFEEDGE was made for the express purpose of clothing beef. Tougher, stronger, it forms better, bleaches better and the open mesh weave operates better. But most important is the extra double strength pinning edge. Won't rip—won't tear from ordinary pinning strain. Gives twice the life to the cloth usage. Save money—Get full information and free TUFEEDGE sample.

Tufedge
Patent applied for
BEEF CLOTHING
LOOK FOR THE BLUE STRIPE

THE CLEVELAND COTTON PRODUCTS CO.
1833 E. 23rd St. Cleveland, Ohio

**A HIGH QUALITY NITRITE
means
A HIGH QUALITY CURE**

With the introduction of new curing formulas that have reduced the curing time of meats, Solvay Nitrite of Soda has become increasingly important to the meat packer. Present day formulas require a dependable Nitrite of Soda in the cure to insure accuracy and uniformity of the cure at all times.

Solvay Nitrite of Soda has consistently demonstrated its dependability in packing houses. It is used throughout the meat industry wherever high quality meats are produced. Whether you use Nitrite of Soda as a straight cure or in a curing salt, be certain that you are using Solvay Nitrite of Soda. It is approved by the U. S. Department of Agriculture, and the B. A. I., and conforms to all U. S. Pharmaceutical specifications. Write for complete information.

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TRADE MARK REG. U. S. PAT. OFF.
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Alkalies and Chemical Products Manufactured by
The Solvay Process Company
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BRANCH SALES OFFICES:

Boston
Charlotte
Chicago

Cincinnati
Cleveland
Detroit

New Orleans
New York
Philadelphia

Pittsburgh
St. Louis
Syracuse

Use NEVERFAIL THE PERFECT CURE

"The Man You Know"



for making the
best in Sausage,
Hams and Bacon

Canadian Sales Office: 159 Bay St., Toronto

H. J. MAYER & SONS CO.

6819-27 S. Ashland Avenue, Chicago, Illinois

CANADIAN PLANT: WINDSOR, ONTARIO

COMPARE **QUALITY
REPUTATION
PRICES !**

STOCKINETTES FROM CAHN WILL BE YOUR ULTIMATE CHOICE

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Selling Agent **THE ADLER COMPANY, CINCINNATI**

SALES APPEAL



Your Product is at Its Best from—UNITED—
STAINLESS STEEL MOLDS

We also manufacture Stainless Steel Bacon Hangers—both molds and hangers manufactured with pure tin finish.

UNITED STEEL & WIRE CO.

BATTLE CREEK * * * MICHIGAN

Chicago Representative: Best & Donovan, Inc., 332 S. Michigan Ave.

TO MEAT PACKERS

... who want to get rid of flies and other flying pests—quickly, easily, permanently

HERE IS THE NEW MODERN WAY
TO KILL FLIES — with **ELECTRICITY**

Electric Screens on the doors kill the flies before they get inside. Electric Traps inside kill the few that get in.

First cost is Last cost. Prices are:—Screens, \$12 and up; Traps, \$17.50 and up; Transformers are \$10.50 and up.

Get complete facts — Write Now!

NATIONAL ELECTRIC SCREEN CO.

■ 29 NORTH PEORIA STREET, CHICAGO, ILLINOIS ■

group's annual dinner at the Palmer House this week.

The Chicago trade is extending its deepest sympathy to George Martin, director of John Morrell & Co. with headquarters in Chicago, on the recent death of his mother. Martin flew to the West Coast where his mother resided.

Henry B. Arthur of Swift & Company has been elected president of the Chicago chapter of the American Statistical Association, and John N. Noble of Armour and Company a director of the organization.

Wilbur H. Turner, Heekin Can Co., Cincinnati, O., passed through Chicago this week returning from a trip through the South. He finds meat packing activity speeding up in the Southern section and observed a relatively high level of cattle slaughter.

R. C. Pollock, general manager, National Live Stock and Meat Board, attended Cattle Feeders' Day at Iowa State College, Ames, Ia., this week.

Ideal Provision Co., 1031 Sedgwick st., Chicago, of which Vincenzo Raviolo is owner, has purchased the Italo America Sausage Co., 1240 Sedgwick st. Miss Corinne Menchetti, who has been associated with Mr. Raviolo at Ideal, will be manager of the newly acquired plant. In celebration of the acquisition, Mr. Raviolo held open house for wholesalers and retailers on the night of May 14 in the People's Auditorium, 2457 Chicago ave. More than 300 persons enjoyed the sausage manufacturer's hospitality.

President Ira Loewenstein, Superior Packing Co., Chicago and St. Paul, has returned from a tour of the East.

New York News Notes

W. D. Hoffman, comptroller, Wilson & Co., Chicago, was a visitor to New York last week.

C. T. Richardson, construction department, Swift & Company, Boston, and O. A. Pregenzer, branch house sales department, Swift & Company, Chicago, were in New York last week.

Vice president William Diesing, Cudahy Packing Co., Omaha, Neb., spent a few days in New York last week.

John Sagert, beef department, Armour and Company, Chicago, was in New York last week.

Diedrich Geck, president, Geck Trading Corporation, 59-61 Pearl st., New York, passed away at his home on May 14 following a very brief illness. Mr. Geck was well known in the animal by-products field, both in the United States and abroad. He is survived by his widow. The activities of the company will continue as in the past, under the management of A. G. Raeud, vice president.

More than 12,500 signatures of meat dealers and consumers have been put to petitions to the New York City Council, protesting against the proposed city ordinance requiring the licensing of meat dealers and the compulsory grad-

ing of meat. In addition, hundreds of protests have come from Jewish circles, where the ordinance is denounced for special hardships it would visit upon the Kosher meat trade. Maurice P. Davidson, counsel for the Joint Committee of the Meat Industry of New York City, opposed the ordinance at recent hearings before the City Council committee on general welfare.

Countrywide News Notes

John Tiedemann, president, Tiedemann & Harris, San Francisco, was chairman of promotion committee for a carnival and exposition sponsored by the Rotary Club of San Francisco for the benefit of the Boys' Club of that city.

Newport Packing Co., Newport, Wash., started operations recently with Adam Brown as manager. The firm slaughters hogs, cattle and sheep and manufactures sausage.

C. E. Matthews, manager for Armour and Company at Sioux City, Ia., has been elected president of the Sioux City Chamber of Commerce. He was formerly vice president of the organization.

W. M. Wardleigh has taken over acting management of the Idaho Meat Producers plant at Caldwell, Ida., following resignation of George Singer, general manager.

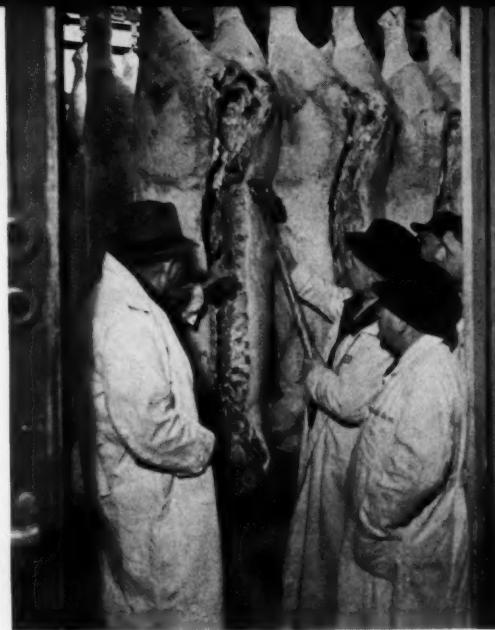
R. M. Stokes is the new manager of the Kingan & Co. branch at Philadelphia, Pa.

Robert Vincent has been given a permit to construct a meat packing plant at Clarksdale, Miss. A building has already been chosen for remodeling and enlargement.

David Lowenstein, who headed the firm of A. Lowenstein and Sons Co., Cincinnati, O., for a number of years, and was a son of its founder, died last week in a hospital at Atlantic City, N. J., after a short illness. He was 78 years old and had been in retirement for 20 years.

Organization of the Dixie Margarine Distributors' Association was perfected in New Orleans, La., recently when a 2-day conference was held with Schott & Company as hosts. Dealers from Louisiana, Texas and Arkansas assembled and elected the following officers for the coming year: president, B. J. Harrison, Dallas, Tex.; vice-president, A. F. Jackson, San Antonio; treasurer, Harold Branch, Little Rock, Ark. Albert Schott and Benny Jeanonne, of Schott & Company, meat packers, who are large distributors of margarine in the area, were in attendance at the meetings.

When Senator Pat Burns, founder of P. Burns & Co., packers of Western Canada, died, the light went out of the life of Charlie Yuen, his Chinese cook, who had known the famous packer as an employer and friend. Charlie has just wound up his affairs, sold all his effects, and is returning to China to the



GRADE BEEF IN SOUTH

Scene in beef cooler of Abraham Bros. Packing Co., Memphis at inauguration of government grading. Increasing number of quality cattle in the South led these progressive Southern packers to identify their beef to insure its sale on a quality basis. (Left to right).—B. F. McCarthy, head of meat grading service, U. S. Bureau of Agricultural Economics; Henry A. Gibbons, B. A. E. inspector at Memphis; Sam Abraham, president; George G. Abraham, sales manager; Ray Drenner, livestock buyer for the firm.

little farm outside Canton where he was born. His wife and many sons, daughters and grandchildren are waiting for him.

National Meat Industries, Ltd., incorporated in Quebec province, plans to establish a \$1,000,000 meat packing plant at Ste. Therese, which would employ four hundred people. The company will be capitalized at \$3,000,000.

PRACTICE MAKES PERFECT

Father and son—Emil Calta (left) and Joe Calta (right)—went to work for Geo. A. Hormel & Co., Austin, Minn., on the same day 17 years ago in the hog killing department, and have been there ever since. Practice makes perfect on the head bench.



CHAIN STORE SALES

National Tea Co. reports sales of \$4,334,599 for the four weeks ended April 23, a decline of 11.4 per cent from \$4,893,755 in the like period last year. Number of stores in operation was 1,125 compared with 1,235 in the 1937 period.

Jewel Tea Co. had sales of \$7,319,658 in the first 16 weeks of 1938, a gain of 5.1 per cent over volume of \$6,960,385 in the like 1937 period. Sales for four weeks ended April 23 were \$1,824,511 compared with \$1,777,990 in the like four weeks of 1937.

FILLED MILK ACT UPHELD

U. S. Supreme Court this week upheld the filled milk act of 1923 which forbids interstate shipment of milk to which other oils or fats have been added. In a decision by Justice Harlan Stone, the tribunal reversed a ruling by the Southern Illinois federal district court holding the law unconstitutional and dismissing an indictment against the Caroene Products Co. The government contended that filled milk constitutes a threat to public health because it is sold and used in place of evaporated milk but does not possess as high food value.

Revised

Retail Meat Price Charts

to meet the changed conditions

ARE NOW READY

Excellent and speedy reference sheet for costs and selling prices of retail cuts, worked out with practical needs of the dealer in mind. Save time in daily price calculations and protect against mistakes. Especially valuable at inventory time.

Chart No. 1 gives cost and selling prices of retail cuts from whole carcasses or sides.

Chart No. 2 gives cost and selling prices of retail cuts from extra wholesale cuts, such as chuck, loins, ribs, rounds, etc.

You will need both charts, and we offer them both for \$2.00; or \$1.00 each.

Use this coupon. You may send cash.

THE NATIONAL PROVISIONER
407 S. Dearborn Street, Chicago, Ill.

Enclosed find \$..... for which send the following number of Revised Meat Price Charts.

Quantity No. 1.....Quantity No. 2.....

Name

Street

CityState.....

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 19, 1938.

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice:				
400-500 lbs. ¹	\$15.00@16.00			\$16.50@17.00
500-600 lbs.	15.00@16.00			16.50@17.00
600-700 lbs.	15.00@16.00	\$16.00@17.00	16.50@17.00	\$16.50@17.00
700-800 lbs.	15.00@16.00	16.50@17.00	16.50@17.00	.....
STEERS, Good:				
400-500 lbs. ¹	14.00@15.00			15.50@16.50
500-600 lbs.	14.00@15.00			15.50@16.50
600-700 lbs.	14.00@15.00	15.50@16.50	15.50@16.50	15.50@16.50
700-800 lbs.	14.00@15.00	15.50@16.50	15.50@16.50	.....
STEERS, Medium:				
400-600 lbs. ¹	13.50@14.00			15.00@15.50
600-700 lbs.	13.50@14.00	15.00@15.50	15.00@15.50	15.00@15.50
STEERS, Common (Plain):				
400-600 lbs. ¹	12.50@13.50			14.00@15.00
COWS (all weights):				
Choice	12.50@13.00	14.00@14.50	14.50@15.00	13.50@14.00
Good	12.00@12.50	13.50@14.00	13.50@14.50	12.50@13.50
Medium	11.50@12.00	13.00@13.50	12.50@13.50	12.00@12.50
Common (plain)	11.50@12.00	13.00@13.50	12.50@13.50	12.00@12.50
FRESH VEAL:				
VEAL (all weights) ² :				
Choice	14.00@15.00	15.00@16.00	16.00@17.00	16.00@17.00
Good	13.00@14.00	13.50@15.00	14.00@16.00	14.00@16.00
Medium	11.50@13.00	12.00@13.50	12.00@14.00	12.00@14.00
Common (plain)	10.50@11.50	11.00@12.00	11.00@12.00	11.00@12.00
FRESH LAMB AND MUTTON:				
SPRING LAMB (all weights):				
Choice	17.50@19.00	18.00@20.00	18.00@20.00	21.00@22.00
Good	16.50@18.00	17.00@19.00	17.50@19.00	19.00@21.00
Medium	16.00@17.00	16.50@17.50	16.50@17.50	17.00@19.00
Common (plain)	15.00@16.00	15.50@16.50	15.50@16.50	.....
LAMB, Choice:				
38 lbs. down	16.00@17.00	17.00@17.50	16.50@17.00	16.00@17.00
39-45 lbs.	15.50@16.50	16.00@17.00	16.00@16.50	16.00@17.00
46-55 lbs.	15.00@16.00	15.50@16.00	15.50@16.00	15.00@16.00
LAMB, Good:				
38 lbs. down	15.00@16.00	16.00@17.00	16.00@16.50	15.00@16.00
39-45 lbs.	14.50@15.50	15.00@16.00	15.00@16.00	15.00@16.00
46-55 lbs.	14.00@14.50	14.50@15.50	15.00@15.50	14.00@15.00
LAMB, Medium:				
All weights	13.00@14.00	14.00@15.00	13.50@15.00	13.50@14.50
LAMB, Common (Plain):				
All weights	12.50@13.50	13.50@14.50	12.50@13.50	12.50@13.50
MUTTON (Ewe), 70 lbs. down:				
Good	9.00@10.00	10.00@11.00	9.00@10.00	9.00@10.00
Medium	8.00@9.00	9.00@10.00	8.00@9.00	8.00@9.00
Common (plain)	7.00@8.00	8.00@9.00	7.00@8.00	7.00@8.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs.	21.50@22.50	21.50@22.50	22.00@23.00	22.00@23.00
10-12 lbs.	21.00@21.50	21.00@22.00	21.50@22.50	21.50@23.00
12-15 lbs.	20.00@21.00	20.00@21.00	20.00@21.00	20.50@21.00
16-22 lbs.	17.00@18.50	18.50@19.50	.....	.....
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	14.00@15.00		15.00@16.00	14.50@15.50
PICNICS:				
6-8 lbs.		14.00@14.50		.....
BUTTS, Boston Style:				
4-8 lbs.	16.00@17.50		17.00@18.00	17.00@19.00
SPARE RIBS:				
Half Sheets	11.00@12.50		.....	.....
TRIMMINGS:				
Regular	8.50@9.50		.....	.....

¹Includes heifer 350-450 lbs. and steer down to 300 lbs. at Chicago. ²"Skin on" at New York and Chicago.

NEWS OF THE RETAILERS

Fred Ast has opened a meat market at 401 29th st., San Francisco.

A. Tarantino & Sons has engaged in the meat business at 1534 Polk st., San Francisco.

George A. Beck has purchased the meat market at 1901 Telegraph ave., Oakland, Cal.

Jim Quoch has reopened his meat market at 2331 Grove st., Oakland, Cal.

John Gerhart has reopened his meat department at 2028 P st., Sacramento, Cal.

Phil's Food Market has engaged in the meat business at 1170 Evanston ave., Muskegon, Mich.

Leo Widner has purchased the Charles S. Hammond Meat Market of Hartford, Mich.

Bond's Meat Market has been formed in Coquille, Ore., by W. H., Maynard R. and Horace R. Bond.

CONTAINER DESIGNS, LABELS

(Continued from page 12.)

ornaments. The latter, when used, are becoming more glasslike in type, running to beads or bands rather than angular so-called modernistic types. Ornaments should be placed so as to leave unobstructed as much as possible of the container face.

One objection to the stock jar is that competitors can select the same container if they so desire. The answer to this is that it is not merely the jar one selects, but what is done with it that counts in the final result. It would hardly seem necessary to elaborate this point. An accompanying sketch shows clearly how label can be used to lend character to container and its product. The label in each case, in combination with a stock jar design, results in a package that is different and fully accomplishes a selling aim.

Obviously, inasmuch as the packer or meat canner uses a glass container so that his product will be visible, the container should have a clear color and a sparkling brilliance. One does not appreciate how much difference there is in the color of glass containers until the products of the various glass container manufacturers are compared side by side.

Label Size and Placement

One criticism that may be made of many glass containers for meats is that drab labels of too large a size are used. You select a glass container so that the housewife can see how good your products are, and then cover up one side of the package with a label which makes impossible a good view of the contents of the jar. If you expect the glass container to be a show window for your meats, why pull down the shade?

Our studies of glass container labels all led to the same conclusion—that in selecting these necessary packaging accessories packers are motivated principally by custom and precedent.

The label should be small, and its placement on the container should be such as to secure greatest visibility of product. In this connection it is interesting to know that when one views an object the eye falls first on a point located approximately one-third the distance from the top. This point is known as the "visual center."

Eye and Sales Appeal

Is this visual center, therefore, the point at which to place the label? It all depends on whether or not one wishes to emphasize label or product. If the label is the important thing, by all means place it on the visual center. If it is the desire to place emphasis on product, place the label at some other point. The eye will find the label, however, regardless of where it is placed.

Another sketch visualizes the results of using jars of different styles and labels of shapes and sizes in different locations on the jars. We made more than 100 such tests before selecting our

new labels. Our desire was to give greatest eye and sales appeal to our products, and we were interested in knowing the influence of the label in this connection. Every packer and meat canner can learn much of merchandising value by similar studies.

Label Size and Location

To supplement our own studies of label sizes and locations we showed various arrangements to many of our retailer customers. In every case containers were selected on which small labels had been used, and so placed as to give greatest emphasis and visibility to product. In this connection it would be well for packers and meat canners to bear in mind that those packages the meat canner likes best are usually given preference in the matter of display.

If it is desired to include on the container directions for serving or other information, a second label opposite the main label may be used.

Label design will not be discussed at this time. Good labels are not usually a

matter of chance. They result from the proper consideration and coordination of a number of principles, and their design is best left to the expert.

Closures for Glass Packages

Closure type is a matter of choice. Easy removal is always desired. The closure should not overbalance the container or label—that is, it can be attractive without stealing the spotlight. Colors should be considered in relation to product and label colors, so that there will be a harmonious and pleasing result.

U. S. BUSINESS GROUP MEETS

Revision of the national labor relations act, less burdensome state and federal taxes and a "breathing spell" for development of business-government cooperation and assimilation of recent changes were advocated by speakers before the 26th annual meeting of the Chamber of Commerce of the United States held recently in Washington.

APRIL FRESH MEAT PRICES

NEW YORK

Wholesale fresh meat prices for April, 1938, with comparisons:

	BEEF.	April, 1938.	Mar., 1938.	April, 1937.
Steer—				
Choice, 400-500 lbs. ¹	\$15.22	\$14.48		
500-600 lbs.	15.32	14.54	\$19.22	
600-700 lbs.	15.27	14.80	19.30	
700-800 lbs.	15.27	14.84	19.36	
Good, 400-500 lbs. ¹	14.53	13.67	16.84	
500-600 lbs.	14.58	13.74	17.18	
600-700 lbs.	14.56	14.04	17.34	
700-800 lbs.	14.56	14.07	17.41	
Medium, 400-600 lbs. ²	13.79	12.87	15.22	
600-700 lbs.	13.84	13.15	15.30	
Common, 400-600 lbs. ²	....	....	13.70	

Cow—All wts.—

Choice	13.04	12.25	13.76
Good	12.38	11.60	12.58
Medium	11.72	11.04	11.40

VEAL CARCASSES.

Veal—All wts.— ³			
Choice	16.28	16.65	16.55
Good	14.49	14.95	15.08
Medium	12.61	13.18	13.14
Common	11.18	11.29	11.70

LAMB AND MUTTON.

Spring lambs—All wts.—			
Choice	20.05	....	....
Good	19.00	....	....
Medium	17.47	....	....
Common	15.88	....	....

Lamb—

Choice, 38 lbs. down	18.66	18.33	21.05
39-45 lbs.	17.90	17.70	20.50
46-55 lbs.	16.94	16.99	19.98
Good, 38 lbs. down	17.95	17.69	20.05
39-45 lbs.	17.16	17.05	19.50
46-55 lbs.	16.21	16.36	18.99
Medium, All wts. ⁴	16.06	16.48	18.64
Common, all wts.	14.98	15.32	17.54

Mutton (ewe)—70 lbs. down—

Good	10.98	10.82	11.10
Medium	9.88	9.78	9.45
Common	8.68	8.71	8.05

FRESH PORK.

Hams, 8-14 lbs. av.	18.36	19.20	19.86
Loins, 8-10 lbs. av.	20.19	20.27	21.89
10-12 lbs. av.	19.65	19.71	21.35
12-15 lbs. av.	18.64	18.72	20.22
16-22 lbs. av.	17.27	18.61	....
Shoulders, N. Y. style—skinned	15.08	15.32	16.39
Picnics, 6-8 lbs. av.	18.24	18.08	19.40
Butts, Boston style—4-8 lbs. av.	12.95	13.70	13.61
Spareribs, half sheet	12.48	12.95	13.50

¹ Weight range in 1937: 300-500 lbs. ² Weight range in 1937: 500-600 lbs. at New York: 300-600 lbs. at Chicago. ³ Skin on at New York and Chicago. ⁴ Average 38 lbs. down and 39-45 lbs. in 1937.

Wholesale fresh meat prices for April, 1938, with comparisons:

	BEEF.	April, 1938.	Mar., 1938.	April, 1937.
Steer—				
Choice, 400-500 lbs. ¹	\$15.18	\$14.38	\$17.72	
500-600 lbs.	15.18	14.38	18.15	
600-700 lbs.	14.81	14.74	18.88	
700-800 lbs.	14.81	14.74	19.25	
Good, 400-500 lbs. ¹	14.20	13.46	16.10	
500-600 lbs.	14.20	13.46	16.52	
600-700 lbs.	13.88	13.75	16.89	
700-800 lbs.	13.88	13.75	17.20	
Medium, 400-600 lbs. ²	18.48	12.60	14.67	
600-700 lbs.	13.15	12.77	14.75	
Common, 400-600 lbs. ²	12.81	11.77	13.40	

Cow—All wts.—

Choice	12.62	11.75	12.80
Good	12.10	11.70	11.70
Medium	11.00	10.75	10.70
Common	10.48	10.06	10.49

VEAL CARCASSES.

Veal—All wts.— ³			
Choice	14.38	14.00	14.28
Good	13.22	13.64	13.28
Medium	11.88	11.88	11.89
Common	10.48	10.06	10.49

LAMB AND MUTTON.

Spring lambs—All wts.—			
Choice	20.18	....	....
Good	18.25	....	....
Medium	16.66	....	....
Common	15.86	....	....

Lamb—

Choice, 38 lbs. down	17.00	17.46	20.28
39-45 lbs.	17.00	17.46	19.75
46-55 lbs.	16.48	16.44	19.35
Good, 38 lbs. down	16.60	16.46	19.21
39-45 lbs.	16.10	15.94	18.69
46-55 lbs.	15.48	15.44	18.35
Medium, all wts. ⁴	14.92	15.26	17.80
Common, all wts.	14.42	14.76	16.95

Mutton (ewe)—70 lbs. down—

Good	10.75	9.61	9.98
Medium	9.14	8.51	0.18
Common	7.72	7.46	8.45

FRESH PORK.

Hams, 10-14 lbs. av.	16.38	17.36	18.36
Loins, 8-10 lbs. av.	16.92	19.83	21.56
10-12 lbs. av.	18.98	18.96	20.56
12-15 lbs. av.	17.98	17.84	19.48
16-22 lbs. av.	16.52	16.22	18.05
Shoulders, N. Y. style—skinned	14.45	14.34	15.55
Picnics, 6-8 lbs. av.	....	....	....
Butts, Boston style—4-8 lbs. av.	17.62	17.26	18.60
Spareribs, half sheet	12.48	12.95	13.50

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef

	Week ended	Cor. week,
Prime native steers—	May 18, 1938.	1937
400-600	16	16½
600-800	16	16½
800-1000	16	16½
Good native steers—		
400-600	15½	15½
600-800	15½	15½
800-1000	15½	15½
Medium steers—		
400-600	14½	15
600-800	14½	15
800-1000	14½	15
Heifers, good, 400-600	15	15½
Cows, 400-600	12	13½
Hind quarters, choice	22	22½
Fore quarters, choice	11½	16½

Beef Cuts

Steer loins, prime	131	45
Steer loins, No. 1	126	38
Steer loins, No. 2	124	34
Steer short loins, prime	144	60
Steer short loins, No. 1	130	50
Steer short loins, No. 2	127	43
Steer loin ends (hips)	123	26
Steer loin ends, No. 2	122	25
Cow loins	118½	22
Cow short loins	122	27
Cow loin ends (hips)	116	18
Cow ribs, prime	121	33
Cow ribs, No. 1	119	26
Cow ribs, No. 2	118	24
Cow ribs, No. 3	113	15
Steer rounds, prime	118½	19
Steer rounds, No. 1	117½	18½
Steer rounds, No. 2	117	18
Steer chuck, prime	14½	67½
Steer chuck, No. 1	111	14
Steer chuck, No. 2	113½	13½
Cow rounds	115	13½
Cow chuck	112	12½
Steer plates	120	11
Medium plates	119½	11
Briskets, No. 1	114	16
Steer navel ends	119	9
Cow navel ends	119	8
Fore shanks	110	9
Hind shanks	110	9
Steaks, No. 1, 16 lbs.	112	68
Strip loins, No. 2	112	53
Sirloin butts, No. 1	126	35
Sirloin butts, No. 2	122	25
Beef tenderloins, No. 1	155	80
Beef tenderloins, No. 2	145	65
Rump butts	115	14
Flank steaks	120	34
Shoulder clods	116½	14½
Hanging tenderloin	115	16
Outside, green, 6½ lbs.	120	15
Outsides, green, 5½ lbs.	117	14
Knuckles, green, 5½ lbs.	119	10

Beef Products

Brains (per lb.)	10	8
Hearts	10	10
Tongues	11½	10
Ox tails	10	17
Fresh tripe, per lb.	10	10
Fresh tripe, plain	9	9
Livers	11½	11½
Kidneys, per lb.	9	10

Veal

Choice carcass	15	16
Good carcass	13	14
Good saddles	18	20
Good racks	13	13
Medium racks	10	11

Veal Products

Brains, each	11	9
Sweetbreads	40	40
Calf livers	30	30

Lamb

Choice lambs	17	20
Medium lambs	16	18
Choice saddles	21	21
Medium saddles	19	19
Choice fore	13	17
Medium fore	12	16
Lamb fries, per lb.	30	30
Lamb tongues, per lb.	15	15
Lamb kidneys, per lb.	20	20

Mutton

Heavy sheep	8	7
Light sheep	10	10
Heavy saddles	10	9
Light saddles	12	13
Light fore	5	5
Light fore	7	6
Mutton legs	13	15
Mutton loins	10	11
Mutton stew	5½	5½
Sheep tongues, per lb.	12½	12½
Sheep heads, each	10	10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	22	28
Picnics	13	15
Skinned shoulders	14	17½
Tenderloins	38	38
Spare ribs	12½	15
Back fat	9	14
Boston butts	17½	22
Boneless butts, cellar trim, 264	21	28
Hocks	8	11
Tails	8	10
Neck bones	4½	6
Slip bones	11	13
Blade bones	12	14
Pig's feet	4	5
Kidneys, per lb.	11	8
Livers	9	9½
Brains	9	8
Ears	6	6
Snouts	9	8
Heads	7½	8
Chitterlings	7	5½

DRY SALT MEATS

Clear bellies, 14@16 lbs.	11½	
Clear bellies, 18@20 lbs.	11½	
Rib bellies, 25@30 lbs.	10%	
Fat backs, 10@12 lbs.	7½	
Fat backs, 14@16 lbs.	7½	
Regular plates	7½	
Jowl butts	8	

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	29½	23½
Fancy std. hams, 14@16 lbs., parchment paper	22½	22½
Standard reg. hams, 14@16 lbs., plain	21½	22½
Standard std. hams, 14@16 lbs., plain	17½	18½
Picnics, 4@8 lbs., short shank, plain	16½	17½
Picnics, 4@8 lbs., long shank, plain	16½	17½
Fancy bacon, 6@8 lbs., parchment paper	26½	27½
Standard bacon, 6@8 lbs., plain	22½	23½
No. 1 beef sets, smoked	37	38
Smoked sets, 8@10 lbs.	32½	33½
Knuckles, 5@9 lbs.	34	35
Cooked hams, choice, skin on, fattened	37	
Cooked hams, choice, skinless, fattened	37½	
Cooked picnics, skin on, fattened	27½	
Cooked picnics, skinned, fattened	28½	

BARRELED PORK AND BEEF

Clear fat back pork, 70-80 pieces	\$16.50	
80-100 pieces	19.00	
100-125 pieces	24.50	
Beef pork	20.00	
Brisket pork	24.00	
Clear plate pork, 25-35 pieces	16.50	
Plate beef	21.00	
Extra plate beef	22.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$15.75	
Lamb tongue, short cut, 200-lb. bbl.	65.00	
Bacon tripe, 200-lb. bbl.	100.00	
Honeycomb tripe, 200-lb. bbl.	22.50	
Pocket honeycomb tripe, 200-lb. bbl.	26.00	

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	9	9½
Special lean pork trimmings 85%	16	
Extra lean pork trimmings 95%	17	17½
Pork cheek meat	13	13
Pork hearts	7½	8
Pork livers	8	8½
Native boneless bull meat (heavy)	15	15½
Shank meat	14½	
Boneless chuck	15	
Beef trimmings	13½	14
Beef cheeks (trimmed)	11	
Dressed canners, 250 lbs. and up	11	
Dressed cutter cows, 600 lbs. and up	11½	
Dr. bologna bulls, 600 lbs. and up	11½	11½
Pork tongues, canner trim, S. P.	15	
Bologna in beef bungs, choice	18½	
Bologna in beef middles, choice	18½	
Liver sausage in beef rounds	21	
Liver sausage in hog bungs	19	
Smoked liver sausage in hog bungs	24½	
Head cheese	16	
New England luncheon specialty	22	
Mincemeat luncheon specialty	22	
Tongue sausage	19	
Blood sausage	22½	
Souse	17½	
Polish sausage	17	

DRY SAUSAGE

Cervelat, choice, in hog bungs	28	
Farmer's cervelat	21	
Holsteiner	26	
B. C. salami, choice	35	
Milano, salami, choice in hog bungs	35	
Genoa style salami, choice	35	
Pepperoni	31	
Mortadella, new condition	42	
Capicola	32	
Italian style hams	44	
Virginia hams	42½	

SAUSAGE IN OIL

Bologna style sausage, in beef rounds		
Small tins, 2 to crate		\$0.00
Refined style, 16 oz., in sheep casings		7.50
Small tins, 2 to crate		7.50
Smoked link sausage, in hog casings		
Small tins, 2 to crate		6.75

LARD

Prime steam, cast, f.o.b. Trade	8.15½	
Prime lard, f.o.b. Chicago	7.75	
Refined lard, tierces, f.o.b. Chicago	10½	
Kettle rend, tierces, f.o.b. Chicago	11½	
Leaf, kettle rendered, tierces, f.o.b. Chicago	11½	
Neutral, tierces, f.o.b. Chicago	11½	
Shortening, tierces, c.a.f.	10½	

OLEO OIL AND STEARINE

Extra oleo oil	8½	8%
Prime No. 2 oleo oil	7½	7%
Prime oleo stearine, edible	5½	5%

TALLOWS AND GREASES

(Loose, basis Chicago.)		
Edible tallow, 1% acid (f.o.b.)	5½	5½
Prime packers tallow, 3-4% acid	5	
No. 1 tallow, 10% f.f.a.	4½	4½
Special tallow	4½	4½
Choice white grease, all hog	5½	5½
A-White grease, 4% acid	5	
B-White grease, medium, 5% acid	5	
Yellow grease, 16-20 f.f.a.	4½	4½
Brown grease, 40 f.f.a.	3½	3½

ANIMAL OILS

Prime Edible Lard Oil	11½

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F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Chicago Markets

(Continued from page 44.)

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w/has stock):	
In 425-lb. bbls., delivered.....	\$ 8.75
Salt peter, less than ton lots:	
Dbl. refined granulated.....	6.90
Small crystals.....	7.90
Medium crystals.....	8.25
Large crystals.....	8.65
Dbl. refd. gran. nitrate of soda.....	8.75
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated.....	7.20
Medium, undried.....	9.70
Medium, dried.....	10.20
Rock.....	8.90
Sugar—	
Raw, 90 basis, f.o.b. New Orleans.....	@2.70
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (2%).....	@4.50
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.00
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@3.90
Dextrose, in car lots, per cwt.....	@3.86

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@17
Domestic rounds, 140 pack.....	@27
Export rounds, wide.....	@36
Export rounds, medium.....	@23
Export rounds, narrow.....	@38
No. 1 weasands.....	@65
No. 2 weasands.....	@65
No. 1 hounds.....	@11
No. 2 hounds.....	@68
Middles, regular.....	@33
Middles, select, wide, 26 2/4 in.	@45
Middles, select, extra wide, 24 1/2 in. and over.....	@80
Dried bladders:	
12-15 in. wide, flat.....	.65
10-12 in. wide, flat.....	.55
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.15
Narrow, special, per 100 yds.....	2.05
Medium, regular.....	1.65
Medium, medium.....	1.40
Wide, per 100 yds.....	1.10
Extra wide, per 100 yds.....	.90
Export bungs.....	.26
Large prime bungs.....	.18
Medium prime bungs.....	.12
Small prime bungs.....	.06
Middles, per set.....	.18
Stomach.....	.09

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.	Per lb.	Per lb.
Allspice, Prime.....	16 1/2	18		
Rosified.....	17	18 1/2		
Chili Pepper.....	20	20		
Chili Powder.....	20	20		
Cloves, Amboyna.....	26	18 1/2		
Madagascar.....	10 1/2	19 1/2		
Zanzibar.....	18 1/2	21 1/2		
Ginger, Jamaica.....	18	19		
African.....	11	13		
Mace, Fancy Bands.....	65	70		
Mustard, Indian.....	65	65		
E. I. & W. I. Blend.....	58	58		
Mustard Flour, Fancy.....	22 1/2	22 1/2		
No. 1.....	15	15		
Nutmeg, Fancy Bands.....	25	25		
East India.....	22	22		
E. I. & W. I. Blend.....	18	18		
Paprika, Extra Fancy.....	29	29		
Fancy.....	28	28		
Hungarian Paprika.....	24 1/2	24 1/2		
Pepino Sweet Red Pepper.....	20	20		
Pimento (229-lb. bbls.).....	20 1/2	20 1/2		
Pepper, Cayenne.....	20	20		
Red Pepper, No. 1.....	22	22		
Pepper, Black Aleppy.....	9 1/2	10 1/2		
Black Lampong.....	7	8		
Black Tellicherry.....	10	11		
White Java Muntok.....	10 1/2	12		
White Singapore.....	10	11 1/2		
White Packers.....	11	11 1/2		

SEEDS AND HERBS

	Ground	for	Whole.	Sausage.
Caraway Seed.....	9	11		
Celery Seed, French.....	18	21		
Cumin Seed.....	11 1/2	14		
Coriander, Morocco, Black.....	9 1/2	10		
Coriander, Morocco, Natural No. 1.....	10	10		
Mustard Seed, G. L. Yellow, American.....	9 1/2	12 1/2		
Majoram, French.....	19	22		
Oregano.....	8 1/2	11 1/2		
Sage, Dalmatian, Fancy.....	14 1/2	17		
Dalmatian No. 1.....	8	10		

NEW YORK MARKET PRICES

LIVE CATTLE

	Steers, good, 1,250-1,300-lb.....	9.70	Fresh steer tongues, untrimmed.....	18¢ a pound
Steers, medium to good.....	9.25	Fresh steer tongues, l. c. trimmed.....	28¢ a pound	
Cows, good.....	7.25	Sweetbreads, beef.....	36¢ a pound	
Cows, common and medium.....	6.25	Beef kidneys.....	70¢ a pair	
Cows, low cutter to cutter.....	7.00	Mutton kidneys.....	12¢ a pound	
Bulls, sausages.....	7.50	Livers, beef.....	4¢ each	
Bulls, cutter to medium.....	7.25	Oxtails.....	29¢ a pound	
		Beef hanging tenders.....	14¢ a pound	
		Lamb fries.....	80¢ a pound	
			12¢ a pair	

LIVE CALVES

	Vealers, choice.....	11.00	Fresh fat.....	1.50 per cwt.
Vealers, medium.....	8.50	Shop Fat.....	2.25 per cwt.	
Vealers, cull and common, 60-100-lb.....	8.00	Breast Fat.....	3.75 per cwt.	

LIVE HOGS

	Hogs, good to choice, 150-200-lb.....	8.50	Edible Suet.....	2.75 per cwt.
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LIVE LAMBS

	Lambs, spring, good to choice.....	11.00	Shop Fat.....	1.50 per cwt.
		@10.50	Breast Fat.....	2.25 per cwt.

DRESSED BEEF

	City Dressed.		BUTCHERS' FAT	
Choice, native, heavy.....	17 @18		Shop Fat.....	1.50 per cwt.
Choice, native, light.....	17 @17 1/2		Breast Fat.....	2.25 per cwt.
Native, common to fair.....	15 1/2 @16 1/2		Edible Suet.....	3.75 per cwt.
			Inedible Suet.....	2.75 per cwt.

BEEF CUTS

	Western.	City.		
No. 1 ribs.....	23 @26	24 @28		
No. 2 ribs.....	20 @22	21 @23		
No. 3 ribs.....	16 @18	18 @20		
No. 1 loins.....	40 @48	44 @50		
No. 2 loins.....	30 @40	36 @42		
No. 3 loins.....	20 @22	30 @34		
No. 1 hinds and ribs.....	18 @20	19 1/2 @25		
No. 2 hinds and ribs.....	17 @19	18 1/2 @20		
No. 3 hinds and ribs.....	16 @17	18 @19		
No. 1 round.....	15 @15 1/2	15 @15 1/2		
No. 2 round.....	12 @14	14 @14 1/2		
No. 3 round.....	11 @13	13 @13 1/2		
No. 1 chuck.....	15 @16	16 @17 1/2		
No. 2 chuck.....	14 @14	13 @13		
No. 3 chuck.....	13 @13	13 @13		
Bolognias.....	12 1/2 @15 1/2			
Rolls, reg. 6@8 lbs. av.....	23 @25			
Rolls, reg. 4@6 lbs. av.....	18 @20			
Tenderloins, 5@6 lbs. av.....	50 @60			
Tenderloins, 5@6 lbs. av.....	50 @60			
Shoulder clods.....	16 @18			

DRESSED VEAL

	Good.....	16 @17		
Medium.....	15 @16			
Common.....	13 @15			

DRESSED SHEEP AND LAMBS

	Genuine spring lambs, good.....	19 1/2 @20 1/2		
		18 1/2 @19 1/2		
		17 1/2 @18 1/2		
		16 1/2 @17 1/2		
		15 1/2 @16 1/2		
		14 1/2 @15 1/2		
		13 1/2 @14 1/2		
		12 1/2 @13 1/2		
		11 1/2 @12 1/2		
		10 @11 1/2		
		9 @10		

DRESSED HOGS

	Hogs, good and choice (90-140 lbs., head on; leaf fat on).....	12.75 @13.75		
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FRESH PORK CUTS

	Pork loins, fresh, Western, 10@12 lbs.....	21		
		20 1/2 @21 1/2		
		19 1/2 @20 1/2		
		18 1/2 @19 1/2		
		17 1/2 @18 1/2		
		16 1/2 @17 1/2		
		15 1/2 @16 1/2		
		14 1/2 @15 1/2		
		13 1/2 @14 1/2		
		12 1/2 @13 1/2		
		11 1/2 @12 1/2		
		10 @11 1/2		
		9 @10		

SMOKED MEATS

	Regular hams, 8@10 lbs. av.....	25 @26		
		24 @25		
		23 @24		
		22 @23		
		21 @22		
		20 @21		
		19 @20		
		18 @19		
		17 @18		
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		6 @7		
		5 @6		
		4 @5		
		3 @4		
		2 @3		
		1 @2		
		0 @1		
		22 @21 1/2		
		21 @20 1/2		
		20 @19 1/2		
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		6 @5 1/2		
		5 @4 1/2		
		4 @3 1/2		
		3 @2 1/2		
		2 @1 1/2		
		1 @1 1/2		</

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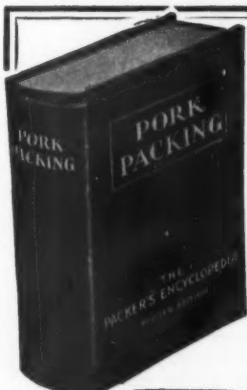
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Wanted, good working sausage foreman with general experience. Chance to work up to assistant sausage foreman with high-grade eastern independent pork packer and sausage manufacturer. W-249, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

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Car Route Beef-Man

Ten years' experience selecting and selling rail stock and cuts on car routes. Record very successful handling men and developing business. Plenty of initiative and common sense. Connection must be permanent. Age 36. Available on short notice. W-251, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

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Now available, high-grade sausagemaker and capable foreman with many years' practical experience in manufacturing all kinds of sausage, meat loaves and specialties. Understands plant operation and costs. Chicago connection preferred. W-224, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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To secure the services of a practical, thoroughly experienced working sausage foreman. Expert on sausage, loaves, specialties and baked and boiled ham. Steady position wanted. Salary secondary, future possibilities with reliable house more important. Let me show you! Write W-237, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

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Sausage foreman wants connection with reliable manufacturer. Age 30, 6 years' experience manufacturing all kinds of sausage, meat loaves, etc. Experienced in figuring sausage costs. Willing to leave Chicago. A-1 references. W-225, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Smoking Sawdust

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For sale, complete sausage plant and equipment in thriving north-central Texas town of 8000 population. Sell very reasonable. Address Box 4217, Station A, Dallas, Texas.

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Ham and Bacon Trees

Wanted, ham and bacon trees, preferably from Chicago District. W-248, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Rendering Machinery

For sale, 1 No. 160 Anco 3 ft. x 12 in. dryer with 20-HP motor; 1 No. 202 Anco crackling press with motor. See these machines in operation. FS-247, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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For sale, rebuilt 36-in. packers' band saw with traveling table, belt or motor driven. Woodworkers' Tool Works, 222 S. Jefferson St., Chicago, Ill.

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For sale, used Model-B Link-Belt bacon slicer, complete with 2-HP, 220-volt, 3-phase 60-cycle motor. Perfect condition. Used only 2 years. Price \$350, F.O.B. Oakland, Calif.

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